

# ONWARD | CAPITAL

Chicago-based private equity firm making control investments in industrial manufacturing and value-added distribution companies

## Approach

Collaborative partnership with our management teams, focused on developing and implementing strategic plans to accelerate growth and increase shareholder value

## What We Do

- Build a strategic Board of Directors
- Assist with human capital needs
- Lead corporate development efforts
- Support continuous improvement
- Provide access to growth capital

## Investment Criteria

**\$4-15M+**

Target Platform  
EBITDA

*(Add-ons of any size)*

**\$20-125M+**

Target Platform  
Revenue

## Transaction Type:

- Control
- Founder / Family-Owned Businesses
- Corporate Spinouts
- Private Equity-Owned Companies

## Industrial Sub-Sectors

- Precision Components
- Packaging
- Industrial Technology
- Wire & Cable
- Building Products
- Plastics & Synthetic Materials
- Specialty Chemical
- Aerospace & Defense Components
- Energy, Equipment & Services
- Value-Added Distribution

## Target Company Characteristics

- Leading position in niche market
- Mission critical products
- Attractive financial metrics
- Multiple avenues for growth
- Serving fragmented market with strong macro trends
- Potential for add-on acquisitions
- Ability for Onward Capital to add value through relevant experience
- Will consider WBE / MBE companies

## Key Contacts

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# ONWARD | CAPITAL

**60+**

Private Equity  
Transactions

**\$600M+**

Invested in  
Industrial Sector

**\$4-15M+**

Target Platform  
EBITDA

**\$20-125M+**

Target Platform  
Revenue

## Current Investments

**pfi:InStore**

HQ: St. Louis, MO

- Manufacturer of point-of-purchase displays serving CPGs, retailers and agencies
- Product suite includes temporary, semi-permanent and permanent displays and fixtures made from wire, metal, plastic, acrylic, glass, wood and corrugated
- Actively seeking add-on acquisitions of other POP display businesses



HQ: Green Bay, WI

- Distributor of professional quality power tool accessories and hand tools for contractors, commercial automotive shops and DIYers
- Actively seeking add-on acquisitions of other wear components, tools and accessories serving the hardware, welding, industrial or auto aftermarket channels



HQ: Anderson, IN

- Distributor of electrical products for both commercial and residential end-markets
- Offerings include hard to find residential and commercial circuit breakers, temporary power solutions, switchgear and wire and cable
- Actively seeking add-on acquisitions of distributors of electrical products

## Add-on Acquisitions



ATI Electrical Supply



INNOVATIVE POWER SOLUTIONS

Power Assemblies



Go Beyond Efficiency

HQ: Rancho Cucamonga, CA

- Designer of customized, energy-efficient LED solutions for commercial and industrial applications
- Product suite includes area and flood lights for outdoor applications, high-bay and recessed lighting for indoor applications, as well as controls products

## Exited Investments

**DOMAILLE**

FAMILY OF COMPANIES

HQ: Rochester, MN

- Manufacturer of branded fiber optic polishing equipment and contract manufacturing services for aerospace and defense
- Doubled revenues and EBITDA during our ownership
- Sold to American Industrial Partners in November 2021

## Add-on Acquisitions



Tech Manufacturing



Stanley Engineering Company

Stanley Engineering Company