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# NORTH BRANCH CAPITAL

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Founded in 2014, North Branch Capital is a lower middle market private equity firm, based in Oak Brook, IL, with a long history of investing alongside and partnering with management teams in industrial businesses. We specifically target businesses that lead with engineering excellence or value-added services in order to solve complex customer problems. We seek partnerships with strong leadership teams driving tremendous cultures, and we are much more than a source of capital or liquidity. With 50 years of collective operating experience, our collaboration with management teams is unique. This experience comes from the Partners of North Branch, not a network of executives or consultants.

## Investment Criteria

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**Revenue** \$10 million to \$75 million

**EBITDA** \$2 million to \$8 million

**Geography** United States and Canada for platform investments. Globally for add-ons.

## Transaction Type

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- Typically partnering with family-owned, entrepreneurial run private companies
- Ownership transitions
- Corporate divestitures
- Add-on acquisitions
- Control positions

## Industry Preferences

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### Value Added Distribution

Business to business with moderate average order size. Complementary services or engineering component.



### Niche Manufacturing

Non-commodity, highly engineered products. Low capital expenditure requirements.



### Industrial Services

Unique service offering generating consistent, repeatable revenue.

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### North Branch Capital, LLC

Drake Oak Brook Plaza: 2211 York Road, Suite 207, Oak Brook, IL 60523

Website: [www.northbranchcap.com](http://www.northbranchcap.com) | Twitter Handle: @northbranchcap

Please contact TJ Gaul ([TJ@northbranchcap.com](mailto:TJ@northbranchcap.com)) or Nick Johansson ([Nick@northbranchcap.com](mailto:Nick@northbranchcap.com)) for new opportunities.

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## Investments



Confidence. Engineered.

Investment Date: March 2015  
Exit Date: November 2018  
Location: Aliso Viejo, CA  
[www.motionsolutions.com](http://www.motionsolutions.com)

Motion Solutions is an engineering focused, value-added custom sub-assembly provider of linear motion and motion control solutions serving a variety of end markets including medical equipment, life sciences, technology, aerospace and defense and general industrial and automation.

Add-Ons Completed:



**Hoffman**  
ISO 9001 Certified. Established 1959.



INNOVATIVE TEST SOLUTIONS

Investment Date: December 2015  
Location: Maple Grove, MN  
[www.circuitcheck.com](http://www.circuitcheck.com)

Circuit Check is the leading manufacturer of test equipment used by electronics manufacturers to assess critical component quality, process, test and repair information.

Add-Ons Completed:



HOME SERVICES

Investment Date: November 2017  
Location: Macomb, MI  
[www.heartlandhomeservices.com](http://www.heartlandhomeservices.com)

Heartland Home Services is a leading provider of non-discretionary, residential HVAC replacement and maintenance, plumbing and electrical services in the Midwest.

Add-Ons Completed:



Investment Date: May 2019  
Location: Westlake, OH  
[www.fallprotect.com](http://www.fallprotect.com)

Diversified Fall Protection is a designer and manufacturer of engineered fall protection systems for regulatory driven, mission critical safety applications and a value-added distributor of metal framings, fittings and hardware for safety and industrial applications.

Add-Ons Completed:



**PEAK FALL PROTECTION**  
DESIGNED SAFETY SOLUTIONS



GLOBAL LUXURY SALES

Investment Date: June 2015  
Location: Boston, MA  
[www.alhi.com](http://www.alhi.com)

Associated Luxury Hotels International (ALHI) is a Global Sales Organization, dedicated to the Meeting and Incentive (M&I) marketplace. ALHI connects the industry's leading meeting and event professionals to a curated collection of the world's most prestigious hotels, cruise ships, DMCs and travel partners through a global sales organization and event experiences.

Add-Ons Completed:



## North Branch Capital Team



Jon Leiman



Bill Huber



Dan Bauman



TJ Gaul



Nick Johansson

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