## Investment Strategy

- Seek to be the preferred partner for entrepreneur- and family-owned companies
- Focus on buyouts and recapitalizations in profitable, lower middle market companies with transaction values from $25 – $150 million
- Pursue strategic platforms in North America and add-on acquisitions globally

### Sector Focus

#### High-Value Manufacturing

**Attributes**
- Engineer-to-Engineer Interaction
- High Cost of Failure
- Patented or Proprietary Process
- Precision Tolerances
- Specified End Use

**Representative End Markets**
- Aerospace & Defense
- Energy & Infrastructure
- Food & Beverage
- Specialty Materials
- Test & Measurement

#### Commercial & Industrial Services

**Attributes**
- Process Enabling Technologies
- Recurring Revenue Models
- Switching Barriers
- Branded Virtual Manufacturing Networks
- Outsourcing ROI

**Representative End Markets**
- Aftermarket Services
- Building Products
- Infrastructure Repair
- Maintenance, Repair & Overhaul
- Transportation & Distribution

### Representative Portfolio Companies

#### High-Value Manufacturing/Commercial & Industrial Services

- **Bettcher Industries**
  Developer and manufacturer of innovative equipment for the food processing, foodservice, industrial, and medical markets

- **dlhBOWLES**
  Designer and manufacturer of engineered plastics and fluid flow solutions for the automotive, consumer, and industrial markets

- **DreamLine**
  Technology-driven designer, manufacturer, and marketer of premium shower products, including frameless glass shower doors, shower enclosures, and acrylic shower bases

- **Garmat USA**
  Designer and manufacturer of highly engineered paint booths, finishing solutions, and related accessories for the automotive collision repair and industrial end markets

- **Plastic Components, Inc.**
  Manufacturer of highly engineered and high precision injection molded components for mission-critical applications in the plumbing, small engine, automotive, filtration, consumer products, controls, and other end markets

- **Teel Plastics**
  Technology-driven manufacturer of highly engineered and complex plastic components specializing in plastic extrusion and injection molding

- **Trachte**
  Manufacturer of preassembled and modularized control buildings for the power generation, energy, chemical processing, data center, and general industrial end markets

Above consists of companies from our current portfolio.
Committed Partner

- Works closely with management to help a company achieve its growth objectives over the long-term
- Contributes its extensive capital resources and unique combination of strategic, operational, and financial perspective
- Draws on the expertise of the firm’s valuable network of operating resources, including its Senior Advisors, Executive Council, and On Deck Circle

Our Guiding Principles

Vision
Through a relentless focus on company-building, become a recognized leader in lower middle market private equity investing

Mission
In partnership with talented management teams, lenders, co-investors and Executive Council members, we seek to generate superior investment returns for our limited partners while creating a challenging and rewarding environment for our team

We will pursue the mission by providing our companies exceptional stewardship in their next phase of growth

Values
- Integrity
- Trusted Partner
- Respect
- Hard Work
- Resourcefulness
- Resilience
- Teamwork
- Accountability
- Life Perspective

MPE Partners Team

Peter Taft
Partner
ptaft@mpepartners.com
216-416-7518

Karen Tuleta
Partner
ktuleta@mpepartners.com
216-416-7524

Joe Machado
Partner
jmachado@mpepartners.com
617-587-7820

Matt Yohe
Partner
myohe@mpepartners.com
617-587-7822

Graham Schena
Partner
gschena@mpepartners.com
617-587-7826

Michael Duffy
Vice President
mduffy@mpepartners.com
617-587-7818

Nick Stender
Vice President
nstender@mpepartners.com
617-587-7868

Barb Neifach
Director of Operations
bneifach@mpepartners.com
216-416-7546

Travis Boettner
CFO & CCO
tboettner@mpepartners.com
650-388-7644

Matt Ostrowski
Senior Associate
mostrowski@mpepartners.com
617-587-7824

Nick Trasatti
Associate
ntrasatti@mpepartners.com
617-587-7832

Brendan Newman
Associate
bnewman@mpepartners.com
617-587-7814

Holly Unger
Office Assistant
hunger@mpepartners.com
216-416-7520

Dionne Lewis
Executive Assistant
dlewis@mpepartners.com
617-587-7830

Morgenthaler Private Equity

One Liberty Square
Suite 620
Boston, MA 02109
617-587-7800

Fifth Third Center
600 Superior Avenue East, Suite 2500
Cleveland, OH 44114
216-416-7500

www.mpepartners.com