



TGV PARTNERS

A PRIVATE EQUITY FIRM



Since 1990, TGV Partners has focused on acquiring Brand-driven companies who have built leading positions in specialty markets. Our Portfolio history, in industries such as Outdoor Products and Specialty Foods, demonstrates our strategy: direct investments of our private capital in established companies at the smaller end of the middle market.

- » Our track record encompasses over \$150 million of private equity investments in transactions valued at over \$400 million.
- » The cornerstone of our strategy is to partner with strong management teams who are aligned with us as equity owners in their businesses and together build strategic value by pursuing long-term, sustainable growth opportunities.
- » As a private investment firm we are not constricted by the limited-life structure of the typical investment fund. Together with our management partners, we have the freedom to concentrate on building long-term strategic value in our businesses.

Investment Criteria

- » Transaction values ranging from \$10 to \$50 million, with our private equity investment at \$3 to \$10 million.
- » Businesses in traditional branded manufacturing & service industries with attractive prospects to grow on to the middle-market radar screen.
- » Professional management team with proven track record, well-established systems and controls, and significant bench strength.
- » Annual revenues of \$20 to \$50 million, and sustainable operating profit or EBITDA of at least \$1 to \$2 million.
- » Markets/Industry with stable structure, significant barriers-to-entry and moderate growth, whether by market growth or industry/cost consolidation.
- » Defensible competitive position based on brand equity, cost advantages, market share leadership, or other clear differentiation.



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Our Approach

Principal-to-Principal... A boutique firm run with only senior partners, our style is both direct and personal. Whatever the issues may be, whether critical timing, deal complexity or confidentiality, we are committed to being available, principal to principal, for our partners.

Long-term Capital... As "direct investors" not subject to the time restrictions typical of a buyout fund, we bring a long-term perspective that centers on building strategic value in our operating businesses and developing our management teams into industry leaders.

Onto the Radar... We are direct investors in "just under radar screen" companies poised to break out into the middle market.

Steadfast & Patient... We invest exclusively in companies and industries where, by virtue of experience and industry knowledge, we have a clear opportunity to add value in a way that amplifies our capital investment, and that will make a difference for our management partners.

From Operators into Owners... We describe ourselves as owners, not just investors; and our operators as partners, not employees. Our strategy is founded on this "partnering approach" and our senior managers always "own" their businesses, both by co-investment & equity options.

Who Should Contact TGV?

- » Entrepreneurs seeking a financial partner.
- » Intermediaries and Professionals Service Firms representing Middle Market clients.

Contact TGV?

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