



**FOCUSED ON YOU,
A SUCCESSFUL PARTNERSHIP LIES BEYOND THE NUMBERS...**

We created ORG because you deserve a better way of finding and working with the capital partner most able to help you achieve your goals and grow your business. Rather than rely on intermediaries to bring us “deals”, we proactively build direct, personal relationships with business owners and executives. We do this so that when you’re ready for a capital partner, you already have a relationship with one – one who shares your values and understands your business. We invest in companies of many shapes and sizes, but there are some commonalities:

Industries: Manufacturing, Distribution and Business Services

Size: EBITDA greater than \$3 million

Motivations: Businesses in transition or looking for a growth partner; Owners hoping to achieve a full or partial exit; Management teams hoping to establish or increase their ownership in a business.



OUR VALUES

Trust: We understand that trust is earned, so we often spend years getting to know owners and management teams before making an investment in a business.

Transparency: No private equity black box here. Our approach is predicated on forthright and honest communication, alignment of interests, and a patient, discrete approach.

Collaboration: Your goals are unique and your business is your legacy, your baby and your greatest asset. So, we listen to what you want to accomplish and work directly with you to ensure that our investment achieves the goals you’ve communicated to us.

Flexibility: One size does not fit all, so we adapt to you. We structured our firm, our culture and our capital to be nimble and flexible so that we can configure an investment specifically to fit your goals, your business, and your people.

REASONS TO SEEK A PRIVATE EQUITY PARTNER

Working with a private equity partner is often:

- An ideal way to overcome the challenges of succession and provide ownership to management, family members, and other successors.
- The most viable method of expanding a business or acquiring a competitor.
- A sound way for an owner to realize some liquidity while maintaining some ownership—a double win for owners who believe in their company’s future but do not want to continue to face all of the risk alone.
- The most economically viable way to ensure your company isn’t left behind during this economic phase in which many industries are experiencing a rapid consolidation trend.

ENHANCING LONG-TERM VALUE

The most successful transactions occur when there is a mutual trust between the two parties. After an investment, we align our interests with existing management to support the company's culture and values and accelerate the growth of the business in a disciplined manner. We take a long term view with our Partner Companies, as it takes time to achieve disciplined growth. Owner Resource Group aims to be a valuable and dependable resource to the business in the following ways:

Strategic Planning: After the investment, we'll collaboratively develop and execute a strategic plan and contribute our corporate finance expertise to best position your company for continued growth.

Going Beyond Capital: We've spent years proactively building and maintaining relationships with hundreds of businesses, and are uniquely capable of providing you an introduction to your next customer, supplier or strategic acquisition.

Shared Ownership: No one knows your business and industry better than you and your management team, so we make them our partners in every investment. To us, partnership means ownership, so our goal is for those key managers in the organization to share in the financial results of our collaborative success.

Positioning the Company for Growth: We believe that the best use of the cash flows of a business is to fund growth. To that end, we seek to ensure that our Partner Companies can support their growth objectives and therefore will not overburden them with debt. On the contrary we look to invest in people, product lines, facilities and acquisitions to make our Partner Companies stronger both during and after their involvement with ORG.

AN ORG CASE STUDY: Global Parts Distributors (GPD) – Macon, Georgia

The Investment: In 2009, we partnered with management to acquire GPD, a profitable distributor of automotive air conditioner parts.

Our Objective: Align our interests with management and accelerate the growth of the company in a disciplined manner.

Our Initiatives:

- Provided significant ownership to key management
- Upgraded largest warehouse by relocating to a new location
- Deployed industrial design engineer to optimize new facility lay-out & processes
- Acquired significant competitor with a complementary product line
- Improved entire technology infrastructure and installed new ERP system
- Maximized capital structure efficiency

The Result: The company's profitability roughly doubled during ORG's investment

