

## ABOUT CORTEC

- **Successful U.S. middle-market private equity investors**
  - » Raised eight pools of capital since 1990
  - » Completed ~60 platform investments
  - » ~\$6.4 billion in total capital under management
- **Top quartile or better returns across our three fully realized funds (Cortec III, IV, and V)<sup>1</sup>**
- **Currently investing Cortec Group Fund VIII, a \$3.2 billion fund**
- **Founded by business executives**
  - » Differentiated, value-added partner for management
  - » Invest to drive growth
  - » Long track record of building great companies
- **Reputation for consistently delivering speed and certainty**
  - » Highly selective in transactions we pursue
  - » Exceptional visit-to-close ratio



## WHERE WE INVEST

- **Leading differentiated products and services businesses in the following sectors:**



- **>90% of our platforms have been entrepreneur-led or family-owned**
- **Sellers / management usually have:**
  - » Material ownership and desire to reinvest alongside us, and / or
  - » Significant influence in determining the final acquirer
- **We partner with owners of high- or steady-growth businesses who are:**
  - » Seeking an experienced teammate to help them continue scaling their successful businesses or
  - » Looking to transition out of the business over a defined time period

## INVESTMENT CRITERIA

		<b>\$10MM to \$50MM+</b>	<b>Up to \$500MM</b>
Control Investments	Strong Margins & Free Cash Flow	of Annual EBITDA	of Equity Committed Per Platform

## WHY WE'RE DIFFERENT









- **Long-tenured senior team with expansive knowledge**
- **Business acumen and experience to add real value**
  - » Meet regularly with each portfolio company's leadership team
  - » Management leverages Cortec's team and network to capitalize on opportunities and address challenges
- **Successful track record driven by Cortec's approach:**
  - » Help prioritize strategic initiatives
  - » Build teams and salesforces; develop marketing programs and new products; improve supply chain and logistics; and implement systems and processes
  - » Execute and integrate add-on acquisitions

<sup>1</sup> Based on Cortec and third-party performance data







**Note:** Past performance is not indicative of future results.

## CORTEC'S CURRENT PORTFOLIO


### Consumer Products and Services

	2018	Ground transportation provider focused on long distance airport shuttle services and contracted, closed loop campus shuttle services
	2019	Online provider of performance, repair, and maintenance automotive aftermarket parts, both direct-to-consumer and to professional installers
	2020	Vertically integrated foundation services company providing foundation repair, basement waterproofing, crawl space repair and encapsulation, and concrete lifting services
	2021	Direct-to-consumer sleepwear brand offering high quality pajamas and accessories
	2021	Direct-to-consumer retailer of value-priced women's apparel, footwear, beauty products, and accessories
	2021	Provider of HVAC and plumbing maintenance, repair, and replacement services to the single-family residential market in the Southwestern U.S.
	2022	Provider of HVAC, plumbing, and electrical repair and replacement services to homeowners in the Chicagoland area
	2022	Nationwide provider of residential garage door repair and replacement services











### Healthcare Products and Services

	2016	Manager of clinics that provide medical treatments for chronic venous insufficiency (varicose and spider veins)
	2016	Manager of ambulatory surgery centers and clinics exclusively focused on the treatment of ophthalmic conditions
	2019	Designer, developer, manufacturer, and marketer of upper and lower spinal bracing products
	2019	Manager of an expanding network of veterinary hospitals across the Western U.S.
	2020	National provider of in-home end-of-life care (hospice, euthanasia, and aftercare services) for companion animals
	2021	Surrogacy and egg donation agency matching surrogates, prospective parents, and egg donors and providing critical non-medical related services

### Specialty Products and Services

	2019	Provider of aftermarket repair, maintenance, and rebuilding / overhaul services for large, highly engineered rotating machinery
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### SELECT EXITED INVESTMENTS

<sup>1</sup> Fund VII exited the majority of its investment in Groundworks in March 2023. Concurrent with the March 2023 transaction, Fund VII and Fund VIII each made a minority investment in Groundworks.