



SIG | PARTNERS

Overview of SIG Partners – Proven Approach

Why work with SIG Partners?

Our Mission:

SIG Partners (“SIG”) engages with self-funded searchers, independent sponsors, and acquisition entrepreneurs with one goal – to substantially increase the probability of success, minimize the risks of a failed search, and enable entrepreneurs to attain strategic, financial, and operational control of their own companies for future growth. Founded by accomplished searchers and operators, SIG brings together combined resources, extensive experience, and vast networks to support the Entrepreneurship Through Acquisition (ETA) community.

Improve Your Probability for Success

Each SIG-supported acquisition entrepreneur has unlimited access to our entire team. Your main point of contact will be a dedicated lead partner, providing continuous direct support from the initial kickoff through closing, and into the transition to your post-closing operator role.

Along the path to closing, our team delivers comprehensive support, encompassing deal sourcing process enhancement, live deal reviews, internship program support, guidance in LOI development & strategy, deal negotiations advisory, due diligence provider arrangements, discounted diligence provider fees, equity capital raising with pre-qualified investors, and direct investment from the SIG partners.

The Bad News:

65%

Of searches to buy a company end in “failure”¹

50%

Of small businesses “fail” within 5 years²

1. According to the Stanford 2022 Search Fund Study, approximately 65% of searches end without closing a deal, with complete loss of capital, or with returns below expectations for the asset class.
2. Bureau of Labor Statistics.

Overview of SIG Partners – SIG’s Unique Offering

What are the benefits to the entrepreneur?

	SIG PARTNERS	Traditional Search	Search Accelerator	Independent Sponsor
Your Ownership	<ul style="list-style-type: none"> ✓ Up to 80.0% equity owned by entrepreneur at closing 	<ul style="list-style-type: none"> ▪ 8.3% - 25.0% earned by Searcher based on performance hurdles 	<ul style="list-style-type: none"> ▪ 8.3% - 25.0% earned by Searcher based on performance hurdles 	<ul style="list-style-type: none"> ▪ 20.0% carry earned by Entrepreneur based on performance hurdles
Management Control	<ul style="list-style-type: none"> ✓ Retain Control ✓ CEO position secured ✓ Retain control of any decision to exit/sell 	<ul style="list-style-type: none"> ▪ Lose control ▪ Search CEO can be fired, or company sold at any time for any reason 	<ul style="list-style-type: none"> ▪ Lose control ▪ Search CEO can be fired, or company sold at any time for any reason 	<ul style="list-style-type: none"> ▪ Lose control ▪ Entrepreneur does not typically assume an operator role
Diligence & Support	<ul style="list-style-type: none"> ✓ Tactical support and proprietary methods to substantially increase probability of closing 	<ul style="list-style-type: none"> ▪ “Hands off” approach (no/limited support during search) 	<ul style="list-style-type: none"> ▪ You are one within a “cohort” of searchers getting shared support 	<ul style="list-style-type: none"> ▪ None
Credibility	<ul style="list-style-type: none"> ✓ Strong backing from well-funded investor group 	<ul style="list-style-type: none"> ▪ Strong backing from well-funded investor group 	<ul style="list-style-type: none"> ▪ Strong backing from well-funded investor group 	<ul style="list-style-type: none"> ▪ None
Deal Size & Target Industry	<ul style="list-style-type: none"> ✓ Unlimited deal size ✓ Open to any industry 	<ul style="list-style-type: none"> ▪ Limited by private equity / investment firm’s desires or portfolio preferences 	<ul style="list-style-type: none"> ▪ Limited by private equity / investment firm’s desires or portfolio preferences 	<ul style="list-style-type: none"> ▪ Limited by private equity / investment firm’s desires or portfolio preferences

Overview of SIG Partners – Searcher Support Programs

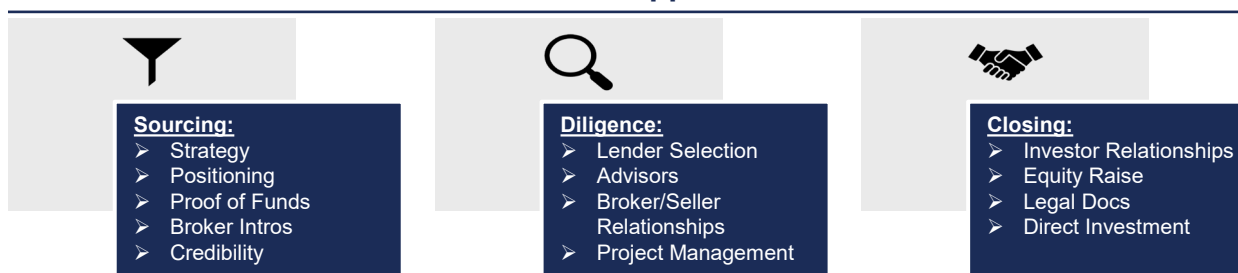
Empower your search with strategic guidance and comprehensive support from SIG Partners

- SIG Partners was founded by successful entrepreneurs, current operators, and investors who combined their resources, experience, and networks to support entrepreneurs in the self-funded search community.
- We partner with self-funded searchers with one goal: to significantly improve the searcher’s likelihood of success, all while enabling the searcher to own their own company.
- We believe it’s crucial for the searcher to maintain independence and control, while benefiting from a deep network of strategic support, access to a wide range of resources, institutional-level credibility with intermediaries, and the strength of committed capital.
- Throughout the transaction process, our team provides comprehensive support including:
 - Deal sourcing, evaluation, and intermediary support
 - LOI strategy, development, and deal negotiations
 - Due diligence network with special arrangements and terms
 - Equity capital raise support for the searcher with pre-qualified investors
 - Direct investment into search deals

SIG Searcher Support Programs

	SIG Full-Time Support (Funded)	SIG Full-Time Support	SIG Post-LOI Support
Search Phase Support	✓ Tactical support, live deal reviews, access to all of SIG	✓ Tactical support, live deal reviews, access to all of SIG	✓ N/A – partnership with SIG following a signed LOI fitting our criteria
Capabilities Provided	✓ Strategy, sourcing calibration, broker database, bidding, due diligence, financing, legal templates, equity raise, closing	✓ Strategy, sourcing calibration, broker database, bidding, due diligence, financing, legal templates, equity raise, closing	✓ Strategy, equity raise, closing
Search Phase Costs	✓ SIG provides \$2,000 per month stipend to cover living expenses ✓ SIG covers 100% of all QofE and legal costs (even broken deals)	✓ SIG provides discounted QofE and legal expenses to entrepreneur	✓ Entrepreneur’s responsibility to cover all cost of living and broken deal costs (QofE and legal)
Credibility & Relationships	✓ Credibility with brokers and bankers ✓ Lender Relationships ✓ Investor Relationships ✓ Ability to target larger size deals	✓ Credibility with brokers and bankers ✓ Lender Relationships ✓ Investor Relationships ✓ Ability to target larger size deals	✓ Investor relationships ✓ Ability to target larger size deals
Personal Capital Needed (All Phases)	✓ \$50k for ultimate equity injection at closing	✓ At least two years of living expenses ✓ \$50-75k for diligence fees (legal/QofE) ✓ \$50k for equity injection at closing	✓ At least two years of living expenses ✓ \$50-75k for diligence fees (legal/QofE) ✓ \$50k for equity injection at closing

SIG Searcher Support Process



Overview of SIG Partners – Comprehensive Services & Support

Substantially increase the probability of success and minimize the risks of a failed search

Pre-LOI

- **Deal Sourcing:** Access proprietary broker / investment banker lists for steady deal flow.
- **Internship Support:** Receive guidance on best practices and hands-on support to hire productive interns.
- **Letters of Confidence:** Obtain confirmation and support affirming your ability to fund a transaction.
- **Live Deal Reviews:** Get real-time assistance in deciding which deals to pursue and which to decline.
- **IOI and LOI:** Utilize proven templates, negotiation expertise, and drafting support to help you win the deal.
- **Modeling Support:** Access LBO modeling templates, training, and ongoing support.
- **Due Diligence:** Receive introductions to key partners and guidance on strategy.

Post-LOI

- **Direct Investment:** SIG partners seek to directly invest into your deal.
- **Investors:** Gain warm introductions to our pre-qualified and proven investor group.
- **3rd Party Diligence Services:** Covering QofE, Legal, Tax, Benefits, Insurance and more.
- **Deal Documents:** Access purchase agreement templates and drafting support.
- **Streamlined Capital Raise:** Maintain focus on closing your deal.
- **Strategy and Key Issues Support:** Receive tactical support from all SIG partners. focused on our shared goal: enabling you to successfully close your deal.

2.1x

Searchers with partners
are 2.1x as likely to
achieve returns greater
than 5.0x compared to
solo searchers¹

Efficiency

SIG offers the most cost-effective and highest-return approach to reap all the benefits of a partnership without splitting your equity in half

1. According to the Stanford 2022 Search Fund Study, approximately 40% of searchers who close deals with partners achieve over 5x returns. Only 19% of searchers who close deals without partners achieve over 5x returns.

Acquisition Criteria and Structure

Focused strategy and criteria for target acquisitions

Target Acquisition Criteria

Deal & Business Profile	Financial Profile	Seller Profile
<ul style="list-style-type: none">▪ Leveraged buyouts▪ Mature, high-quality businesses▪ Distinct competitive advantages and barriers to entry▪ Stable, growing, recession-resistant industries▪ Niche industries with limited risk (regulatory, technological, etc.)	<ul style="list-style-type: none">▪ \$750,000 - \$5.0 million of “cash flow” or EBITDA▪ Less than 5.0x acquisition multiple▪ Strong margins▪ Low capital expenditures▪ Consistent historical performance▪ Components of recurring revenue▪ Modest growth	<ul style="list-style-type: none">▪ Founder or owner-operator led business▪ Seller desires to transition out or retire over time, seeking a 100% exit▪ Seller is looking for a buyer capable of scaling the business, dedicated to preserving and enhancing its legacy, and committed to the continued well-being of the employee base

Example Target Industries

<ul style="list-style-type: none">▪ Industrial services▪ Business services▪ Government services▪ Professional services	<ul style="list-style-type: none">▪ Healthcare services▪ Niche or asset-light manufacturing▪ Critical equipment maintenance and repair	<ul style="list-style-type: none">▪ Non-discretionary home services▪ Restoration services▪ Distribution and non-cyclical end markets▪ Facilities or equipment inspection
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Overview of SIG Partners – Track Record

Successfully advised entrepreneurs to close on over \$170 million in TEV across a wide range of industries



Pillar Health Group is one of the largest providers of in-home personal assistance, skilled nursing, wound care, pain management, disease and medication monitoring, and hospice services, as well as other types of care in Arizona, Texas, Oklahoma, Oregon and Pennsylvania.

Closed: September 2019



B&A Group is a local government grant research, grant writing, grant management, and software company. The client base comprises cities, counties, councils of governments, special districts, water departments, police departments, and fire departments across the United States.

Closed: June 2020



Established in 1998, AH1 Holdings is an independent distributor specializing in the sale and delivery of fresh produce, frozen meats, and dry goods to over 300 customers in and around the Austin, TX metropolitan area.

Closed: September 2020



Ward Road Pharmacy is a large institutional pharmacy that has served the residents of Colorado for over 40 years. The company's primary focus is to provide specialty pharmaceuticals to institutional clients, including nursing homes, group homes, hospitals, and hospices.

Closed: April 2021



Midwest CATV is a telecommunications company that builds, installs, upgrades, and maintains broadband network infrastructure in the Upper Midwest. The company provides maintenance and service to several large blue-chip customers in the region.

Closed: April 2021



Established in 2007 and headquartered in New Oxford, PA, Tracked Lifts is a leading regional distributor of lift equipment, with a primary focus on the tree trimming industry. The company is the exclusive continental US importer and supplier of several brands of tracked multi-terrain man lifts and trailer-mounted aerial lifts.

Closed: September 2021



CareMax is a leading home care provider that works with the intellectually and developmentally disabled. The company provides high quality community habilitation training services, companion care, daily living support, and transportation services to hundreds of clients across Oklahoma.

Closed: October 2021



Integrity Roofing & Painting is a leading roofing company located in Colorado Springs, Colorado. The company specializes in storm damage insurance claims and offers residential replacement and repair roofing services to thousands of residents.

Closed: December 2021



CMC Traffic Control Specialists is a leading provider of traffic control and road safety services for public works infrastructure projects in California. The company offers critical safety and compliance support services to assist construction contractors working with local governments in completing key surface transportation projects.

Closed: February 2022



Odyssey Services Corporation, founded in 2006, is one of the largest providers of home care and vocational rehabilitation services to the intellectually and developmentally disabled community in Arizona. The company has locations in Phoenix, Mesa, Tucson, Flagstaff, Queen Creek, and Nogales.

Closed: April 2022



Founded in 1972, Allen Roofing & Siding specializes in providing commercial and residential roofing services in the Midwest. The company focuses on insurance-paid damage remediation for replacements and offers roofing, siding, gutter, and tuckpointing services to both commercial and residential customers.

Closed: June 2022



Founded in 2004, McHale Roofing is a leading provider of residential roofing services in the Greater Central Florida area. The company specializes in residential re-roofing and repair services for Central Lake County, Fruitland Park, and Leesburg.

Closed: October 2022


Overview of SIG Partners – Track Record

Successfully advised entrepreneurs to close on over \$170 million in TEV across a wide range of industries



Cy's Linen Service is a commercial linen service company that was founded in 1945. The company prides itself on industry-leading technology, an exceptional quality control system, and outstanding customer satisfaction. Cy's serves the restaurant, spa, and healthcare industries across Florida.

Closed: October 2022




Pacific Opportunities is a leading vocational rehabilitation and healthcare services provider to individuals with disabilities in the Portland Metro area. The company offers one-on-one career exploration, ongoing career support, and a multi-faceted vocational rehabilitation support process.

Closed: November 2022




Founded in 2011 and based in San Diego, CA, YourSolarMate provides critical services to solar contractors, equipment manufacturers, and distributors throughout the US. Select services include PV and energy storage interconnection processing, rebate processing, and general consulting.

Closed: February 2023



Founded in 2004 and headquartered in the Boston, MA metropolitan area, Accutronics is a high-end electronics manufacturer specializing in high-mix, low-to-medium volume printed circuits and electro-mechanical assembly.

Closed: May 2023



Serving Spirit Home Care is a leading provider of home care to the geriatric community in the Philadelphia, PA metropolitan area. The company specializes in complex, long term care for clients, commonly involving chronic health conditions.

Closed: June 2023




Founded in 1989 and headquartered near Atlanta, Georgia, Global Flags is the largest manufacturer and supplier of US-made flagpole hardware in the world. The company offers a comprehensive product portfolio, including flags, flagpoles, flagpole hardware, and a line of proprietary flagpole lighting solutions.

Closed: December 2023



Founded in 2010, LiceDoctors is the largest provider of organic lice treatments in the US. Every year, the company treats thousands of cases with its proprietary product lines and its highly trained team of over 250 technicians spread across 40 states.

Closed: December 2023



Grace Unlimited Home Health Care is a provider of skilled home health as well as home care services in North Texas. The organization was founded in 2003 and serves a census of over 250 VA, Medicare, Medicaid, and commercial patients across all 8 counties of the DFW area.

Closed: January 2024

Overview of SIG Partners – Team

Contact SIG Partners: team@sigpartners.com



Robert Graham – Partner

Robert Graham is a Founding Partner at SIG Partners (SIG) where he advises entrepreneurs and independent sponsors on deal sourcing, due diligence, deal structuring, and capital raises. He is also an investor in multiple other PE and search deals in the lower-middle market and is the CEO of Pillar Health Group. During Robert's tenure as CEO, Pillar Health Group grew annual revenue from \$6M to \$50M in a little over three years and today employs over 1,200 team members. Previously, Robert was a Private Equity Vice President at The Sterling Group. At Sterling, Robert worked on multiple acquisitions and helped lead the roll-up of Construction Supply Group, the second-largest distributor of specialty construction supplies in the US. Prior to Sterling, Robert was a Product Line Manager for two product lines at Eaton Corporation, a role in which he had P&L responsibility for a \$50M business unit. Robert received an MBA from Harvard Business School, a BS in Industrial Distribution from Texas A&M University, and was an Eagle Scout.



Jordan Carter – Partner

Jordan Carter is a Founding Partner at SIG Partners (SIG) where he advises entrepreneurs and independent sponsors on deal sourcing, due diligence, deal structuring, and capital raises. He is an investor in multiple private equity and search-sourced companies in the lower-middle market. Jordan is also the CEO of B&A Group, a professional grant services and software company he acquired through a self-funded search. Jordan previously worked with the former Secretary of the U.S. Navy, John F. Lehman, to acquire and build aerospace, defense, government services, and technology companies. Prior roles include Advisor to the CEO, Private Equity Portfolio Company Operations at Centerbridge Partners, Private Equity Investor at J.F. Lehman & Company, and Mergers & Acquisitions Analyst at Centerview Partners. Jordan received an MBA from Wharton Business School and a BS in Economics and BBA in Finance from Southern Methodist University. He serves on the board of YSM Solar & Storage Services, the SMU Cox Alternative Asset Management Center (AAMC) Advisory Board, and the SMU Cox Alumni Board. Jordan serves as an officer in the U.S. Navy Reserve.



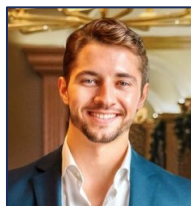
Aaron Blick - Partner

Aaron Blick is a Founding Partner at SIG Partners (SIG) where he advises entrepreneurs and independent sponsors on deal sourcing, due diligence, capital raises, and operations. Aaron Blick is also the President of Pillar Health Group, a group of healthcare companies acquired through a self-funded search. He also manages Pegasus, a family office with investments in multiple private companies and search funds. He has over 10 years of professional management experience and a business development background in multiple healthcare industry spaces. As a partner, principal, developer and entrepreneur, Aaron has successfully started, acquired, expanded and sold over 12 companies in the healthcare industry. Aaron currently owns and operates a chain of physical therapy clinics spread across major metropolitan areas in Texas and Louisiana. Aaron received an MA from Fuller and a BA from Texas A&M University.



John Petracco – Senior VP of Business Development

John Petracco is the Senior Vice President of Business Development at SIG Partners (SIG) where he focuses on deal sourcing, analysis of acquisition opportunities, negotiations, marketing, and client relations. Previously, he worked as SVP of Business Development & Sales at Delta Agriculture Partners, a private equity backed sustainability company with initiatives in biodegradable plastics, biodegradable cardboard substitutes, and carbon sequestration efforts. Prior to Delta Ag, he worked at Pony Oil in Acquisitions and Divestitures where he bought, built, and sold land-based production units to oil & gas companies. He started his career with UBS Financial Services as a registered client service associate assisting in wealth management, strategy, and trade execution. John received a BS in Business Administration and Management in the Business Honors Program from Edison State College.



Yuri Hardin – Associate

Yuri Hardin is an Associate at SIG Partners (SIG) where he supports entrepreneurs and independent sponsors on deal sourcing, due diligence, and deal execution. He was previously an Associate at GenRock Capital Management, a lower-middle market private equity firm focused on acquiring and building businesses across the consumer and business services sectors. Prior to that, Yuri was an Investment Analyst within the Private Equity & Private Credit Group at Hartford Investment Management Company (HIMCO). In this position, he focused on evaluating opportunities for senior debt investments, equity co-investments, and commitments to buyout funds across various industries and strategies. His primary responsibilities included structuring, underwriting, and monitoring portfolio investments. He earned a B.S. in Finance from Brigham Young University's Marriott School of Business, where he was also an active member of the Division II ice hockey team. Furthermore, Yuri is an Eagle Scout.
