

Wind River Holdings™ - A Private Holding Company Focused on Long-Term Value Creation



Target Criteria:

Location: U.S. Based operations

Size: \$5-\$20 million EBITDA or
\$30-\$175 million in enterprise
value

Industry:

- Light manufacturing and assembly
- Consumer products: specialty retail, internet, and catalog channels
- Business and consumer services
- Financial services

Branding: Branded products or
services: consumer or industrial

Investment: Control position

- Wind River Holdings is a unique owner and manager of companies. For the right company, we are the ideal owner.
- We start with a long-term approach to ownership. For us, that means we think about owning a company for 10-20 years. Fortunately, our organization structure does not impose a holding period that requires us to sell the company about five years after acquiring it.
- To create value over a long period, the company has to achieve sustained and profitable revenue growth—without relying on acquisitions. To generate sustained and profitable revenue growth, the company must have a comprehensive strategy that is understood by the organization.
- The company's operations must be tightly organized by the strategy. The company's management must provide the leadership to execute the strategy and must continually evaluate and develop the personnel required for all aspects of the strategy.
- Revenue creation is a long-term project that requires investment and time to materialize. Operational improvements and prudent financial structuring are important elements of long-term value creation. Sustainable and profitable revenue growth is the driver of value creation.
- At Wind River Holdings, we provide our companies with the tools, resources and time to generate value and the senior managers at our companies participate in the value creation.

For more information, please contact:

David Proctor, Senior VP of Acquisitions at (610) 962-3780 or
dproctor@windriverholdings.com

Wind River Holdings, L.P.
Croton Road Corporate Center
555 Croton Road, Suite 300
King of Prussia, PA 19406
Phone: 610-962-3770
www.windriverholdings.com