

EXI makes principal investments in partnership with family offices and other permanent capital sources

Experienced

Over 60 years of founder experience in private equity investing and a track record of building exceptional businesses

Focused

Focus on a limited number of high-conviction investments to drive extraordinary outcomes

Patient

Building meaningful and enduring companies over unconstrained investment horizons

Tax-Advantaged

Differentiated focus on Qualified Small Business Stock (QSBS) investments

Aligned

Create aligned partnerships founded upon a shared vision and ambitious goals

Investment Selection Criteria

- ✓ Specialty manufacturing, distribution and business services
- ✓ Recurring revenue business models
- ✓ Capital efficient business with strong margin profile
- ✓ Aligned and ambitious management
- ✓ Scalable businesses with meaningful value creation opportunities
- ✓ Asymmetric upside vs. downside
- ✓ Preference for QSBS investments
- ✓ Up to \$10 million of EBITDA (with ability to go larger)

Our differentiated investment strategy targets high cash-flowing, well-managed businesses with demonstrated value creation opportunities which can be catalyzed into multi-year equity compounders over targeted holding periods of +5 years

Current Portfolio Companies



| Industry | Regulatory Compliance Services | Consumable Medical Products | Commercial Waste Services | Building Products |
|---------------------|--|---|--|---|
| Date of Acquisition | July 2020 | November 2020 | March 2022 | May 2023 |
| Headquarters | Greenville, SC | Rocky Mount, VA | Anaheim, CA | Eden, WI |
| | Global provider of subject matter experts assisting the medical device and pharmaceutical industries with qualification, auditing and compliance needs | Domestic manufacturer of high compression cold therapy wraps used in orthopedic, oncological, and other palliative applications | Vertically integrated provider of managed waste services helping customers achieve zero landfill, ESG, and waste reduction goals | Provider of the highest quality natural limestone from its 10 company-owned quarries to serve the residential, commercial and institutional markets |