



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