

## LEVERAGING OVER 65 YEARS OF EXPERIENCE SERVING FIRMS ACROSS THE BUILT ENVIRONMENT

FMI Investment Partners is an investment firm that partners with growth-minded leaders of companies providing services, products, and technologies that support the Built Environment. FMI Investment Partners is a subsidiary of FMI Corporation, the leading professional services firm dedicated exclusively to serving this industry for more than 65 years.

### A Highly Differentiated Approach

We invest in one sector – the Built Environment – a sector we know deeply. We seek to partner with management teams and help them maximize their company's potential by leveraging our expertise in strategy, operations, human capital, and advisory services. FMI's vast network of clients and relationships across all sub-sectors of the Built Environment provides FMI Investment Partners access to quality investment opportunities on a proprietary basis.

#### FOCUSED

Specialized investment focus on one sector – the Built Environment

Invest in lower middle-market companies using conservative capital structures

Proprietary access and ability to source transactions

#### EXPERIENCED

More than 65 years of experience exclusively serving the sector

Unrivaled depth of industry knowledge and relationships

Proven ability to catalyze exceptional operating performance

#### COLLABORATIVE

Invest in true partnerships with quality management teams

Leverage the expertise of fund stakeholders to provide strategic advice

Deploy resources to develop people, processes, and systems and source add-on acquisitions

### The FMI Investment Partners Advantage

FMI's long-standing role in the industry affords FMI Investment Partners unique access to businesses throughout North America and the most qualified resources to help source, assess, partner with, and grow the next generation of industry-leading firms.

### Investment Profile

We seek to partner with entrepreneurs, management teams, and owners who share our desire to build great enterprises that make a positive impact on their employees, customers, communities, and the Built Environment.

### Industry and Sector Focus

- Built Environment sector, including design and engineering, specialty services, operations and maintenance firms, and building products and construction materials providers
- Subsectors that are highly fragmented and present opportunities to buy and build

### Company Profile

- Services, products, and technology providers in growing or fragmented sectors
- Established market position and quality reputation
- Strong leadership with purpose and vision
- Positive, growth-oriented culture
- Revenue of ~\$5 million to ~\$60 million
- EBITDA of ~\$1 million to ~\$5 million

### Transaction Type

- Management buyout with management retaining meaningful ownership
- Family transition, entrepreneur capitalization / recapitalization, and growth equity
- Conservative use of debt financing
- Equity checks of ~\$3 million to ~\$15 million

### Key Company Attributes

- + Strong management teams dedicated to their business and energized toward forming a partnership to build long-term, leading enterprises
- + Long-standing, leading market reputation and positive operating results
- + Culture of excellence with a desire and potential to expand market position, foster employee development, and create a better future for their industry

## Investment Focus



### Design and Engineering

*Technical, Design, and Preconstruction Services*

- Design
- Architecture
- Engineering
- Construction / Project Management



### Specialty Services

*Construction Support and Maintenance*

- Mechanical, electrical, and plumbing
- Specialty welding
- Roofing
- Other specialty trade services



### Operations and Maintenance

*Ongoing Support Services*

- Facility services
- Environmental services
- Industrial services
- Utility services
- Testing, inspection, and certification



### Building Products, Materials, and Technology

*Product Manufacturing / Distribution and Construction Materials*

- Construction materials
- Building products
- Distribution and logistics
- Established technologies

## Guiding Principles

- + We invest in the industry we know – the Built Environment
- + We partner with like-minded teams aligned to grow and build strong, culture-focused organizations
- + We leverage all our stakeholders – no monopoly on good ideas
- + We maintain price discipline and conservative capital structures
- + We exercise patience and diligence from beginning to end
- + We say what we do and do what we say

## Investment Team

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