

# ORCHARD

## HOLDINGS

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### OVERVIEW

Orchard Holdings Group, LLC (“Orchard”) is a private investment firm that invests private family capital in businesses with the potential to create substantial long-term value. We are unique in that the nature of our capital allows us to **focus on long-term holding periods** and to be **highly flexible in the way we structure** investments. Our principal objective is to partner with exceptional management teams to make investments in dynamic middle-market operating businesses.

Orchard’s principals are experienced private equity investors with over 60 years of combined investing experience, and have been involved in a wide range of successful growth businesses across diverse industries. We manage a committed evergreen fund and our investor group is led by an entrepreneur who built his own company from a start-up to a \$20 billion diversified business services organization over several decades. As a result, we have a unique appreciation for the challenges of building a business, and the benefits of compounding growth over an extended time frame.

### INVESTMENT STRATEGY AND FOCUS





We primarily seek to **partner with management teams** to make **control or influential minority investments** in dynamic middle-market operating businesses. Our transactions provide liquidity for owners, raise capital for corporate growth and create significant equity opportunities for key management. Typically, these companies have the opportunity for significant organic growth or growth through acquisition.

We are interested in investment opportunities **throughout the United States and Canada** and typically invest **\$10 to \$100 million of equity and/or subordinated debt per platform**.



Because of our flexible capital and long-term focus, we are able to consider transactions that have extended payoff cycles, lumpy cash flow and/or limited exit alternatives. We do not, however, invest in opportunities in which we perceive there to be exogenous, event, technology or business model risk.

<b>Revenue</b> \$20-\$300MM	<b>EBITDA</b> \$5-\$30MM	<b>EBITDA Margins</b> 10% +
<b>Industries</b> Business Services, Consumer, Financial Services, Healthcare, Industrials, and Other	<b>Transaction Types</b> Control Equity, Minority Equity, Subordinated Debt, and Special Situations	<b>Investment Size</b> \$10-\$100MM

## CURRENT

COMPANY	INDUSTRY	BUSINESS DESCRIPTION	DATE
	Business Services	Tosca Services provides reusable container solutions for perishable supply chain management in North America. The company offers containers to transport produce, eggs, poultry, meat, and bulk bins for the protein, frozen food, dry ingredients, and dairy industries.  <i>www.toscaservices.com</i>	2011
	Business Services	Lucas Group is a leading mid-management contingent search and temporary contract staffing firm with 15 offices nationwide. The company places staff through dedicated practice areas for a variety of functions including accounting and finance, HR, IT, manufacturing, military and sales & marketing.  <i>www.lucasgroup.com</i>	2013
	Business Services	Free Flow Wines is a pioneer supporting the premium wine-on-tap industry through its keg leasing, filling, cleaning and logistics services. Founded in 2009, the company has more than 250 wine brands in keg, from wineries throughout the U.S., New Zealand, Argentina and Europe.  <i>www.freeflowwines.com</i>	2014
	Consumer	Messenger is the market leading provider of funeral stationery products and innovative technologies to funeral homes across North America. The company's products include memorial register books, service folders, acknowledgements, prayer cards, and laminated bookmarks.  <i>www.messengerstationery.com</i>	2015
	Healthcare	Northpoint Recovery is an evidence based substance abuse treatment company that provides a full continuum of rehabilitation services to patients suffering from drug and alcohol addiction on both an inpatient and outpatient basis.  <i>www.northpointrecovery.com</i>	2016
	Healthcare	Camargo is the market leader in providing comprehensive drug development services and technical advisory specialized for the 505(b)(2) approval pathway and analogous European processes.  <i>www.camargopharma.com</i>	2017
	Business Services	XLerate is a leading nationwide auction and remarketing facilitation company. XLerate facilitates transactions between buyers and sellers at its internet-enabled physical and private label remote sales in California, Texas, Florida, South Carolina, Michigan, Wisconsin and Pennsylvania.  <i>www.xlerategroup.com</i>	2017
	Financial Services	Verdant Commercial Capital is a national, commercial equipment finance company that focuses on providing the financing solutions necessary for the acquisition of critical equipment in the industrials, office products, energy efficiency, specialty vehicles and technology industries.  <i>www.verdantcc.com</i>	2017

## REALIZED

COMPANY	INDUSTRY	BUSINESS DESCRIPTION	DATE
	Business Services	Morphick provides cyber security Managed Detection and Response (MDR) services to organizations globally. Morphick's proven approach combines attack detection, threat hunting, incident response, and tailored threat intelligence to deliver morphing defensive postures. The company was acquired by Booz Allen Hamilton in 2017.  <i>www.morphick.com</i>	2015
	Business Services	Bock & Clark is a leading provider of commercial real estate due diligence services including ALTA Surveys, Zoning Reports, Environmental Site Assessments and Property Condition Assessments. The company was acquired by NV5 in 2017.  <i>www.bockandclark.com</i>	2014