



Phil Collins
Managing Partner & Founder

Kevin Jackson
Partner

Chris Kober
Vice President

Orchard Holdings Group, LLC
O (513) 421-4100

www.orchardholdings.com

OVERVIEW

Orchard Holdings Group, LLC (“Orchard”) is a private investment firm that invests patient, 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 longer-term holding periods and to be highly flexible in the way we structure** investments. Our principal objective is to create strong partnerships with exceptional management teams to build great businesses.

Orchard’s predecessor was formed in 2003 to invest on behalf of a select group of long-term private investors. From 2010 to 2022, Orchard’s principal led a partnership with a large multi-billion dollar family to operate a captive single family office direct investment platform. Orchard’s partners have worked together for over a decade developing a unique investment approach leveraging flexible, long-term capital.

INVESTMENT STRATEGY AND FOCUS













Our approach is to identify situations that are well-served by an investment partner who is aligned with the goal of optimizing long-term potential while safeguarding legacy, without the short-term considerations of institutional private equity funds. We provide an important alternative to companies and executives that want the flexibility to build great companies over time and are in search of committed partners. Our strategy combines the benefits of a family office heritage and approach with institutional training, processes and rigor.

We are primarily interested in investment opportunities **throughout the United States and Canada** and typically invest **\$20 to \$75 million of equity per platform**.

Because of our flexible capital and long-term focus, we can 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. We are open to majority or creatively structured strategic minority investments.

Revenue \$20-\$250MM	EBITDA \$5-\$25MM	EBITDA Margins 10%+
Industry Focus Business Services, Consumer, Financial Services, Healthcare, Industrials	Transaction Types Control Equity, Minority Equity, Structured Equity	Investment Size \$20-\$75MM with the ability to upsize with co-investment

Representative Prior Investments⁽¹⁾

COMPANY	INDUSTRY	BUSINESS DESCRIPTION
	Business Services	Tosca Services provides reusable container solutions for perishable food supply chain management. The company offers containers to transport produce, eggs, poultry, and meat, and bulk bins for the protein, frozen foods, dry ingredients, and dairy industries. Tosca is geographically diverse with 66% of revenue generated in the US, 24% in the EU and 10% in the UK. www.toscaservices.com
	Business Services	Lucas Group is a leading mid-management search and contract staffing firm for middle market clients. The company focuses on accounting & finance, HR, IT, legal, manufacturing, sales & marketing and military practice areas serving a diverse array of end markets. www.lucasgroup.com
	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. www.freeflowwines.com
	Business Services	Bock & Clark is a leading provider of comprehensive commercial real estate due diligence services nationwide. The company offers surveys, zoning assessments, and environmental assessments services for single and multi-site engagements. Bock & Clark's client base includes law firms, financial services firms, corporations, REITs, and title companies. www.bockandclark.com
	Consumer	Messenger is the market leading provider of funeral stationery products, tech-enabled financial services, and technology solutions to 10,000+ funeral homes nationwide. The company's 120+ product portfolio and #1 market position in memorialization includes register books and service folders. www.messengerstationery.com
	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. www.morphick.com
	Healthcare	Northpoint Recovery is an evidence-based mental health and substance abuse treatment company that provides a full continuum of rehabilitation services to patients on both an inpatient and outpatient basis. The company's footprint consists of 13 facilities throughout Idaho, Colorado, Washington and Nebraska including five adolescent-specific locations. www.northpointrecovery.com
	Healthcare	Camargo is a global strategy, regulatory, and development partner for emerging to mid-size biopharma companies. The company's historical core competency is the 505(b)(2) approval pathway with the FDA and analogous European process. www.camargopharma.com
	Business Services	XLerate provides auto auction and remarketing services for lower value, higher mileage vehicles across the U.S. The company sells 250k+ used vehicles annually through in-lane auctions and mobile applications. www.xlerategroup.com
	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, manufacturing, specialty vehicle, technology, energy efficiency and sports & entertainment industries. Verdant focuses on high quality commercial lease and loan transactions originated through vendor partner channels. www.verdantcc.com
	Business Services	Trew provides full-service automated material handling capabilities, including software, machine controls, conveyor, sortation and order fulfillment. The company serves retail, warehouse, distribution, healthcare and pharmaceutical, manufacturing and eCommerce industries. https://www.trewautomation.com
	Business Services	BBJ La Tavola is the leading provider of specialty event linen and other rental products / services to weddings, social, and corporate events across the United States. The company operates a "B2B2C" model, selling to business clients that serve as intermediaries to end-customers to organize and stage events. https://bbjlatavola.com

⁽¹⁾ Presented above represents significant investments completed by members of the investment team while at the current Orchard Holdings Group, LLC or one of its predecessor affiliates, or the firm previously known as Orchard Holdings Group, LLC at which the Orchard principals worked together. The information contained herein does not constitute investment advice or an offer to sell or a solicitation of an offer to purchase any securities and is qualified in its entirety by reference to more detailed documentation to the extent any offering occurs. Past performance is not indicative of future results.