

# FAMILIES... *NOT* FUNDS

McCombie Group provides business owners with a transparent, fair approach designed to eliminate the uncertainties and tense negotiations that plague many transactions. We begin by listening to understand what you truly want to accomplish. We then collaboratively design a transaction structure that addresses your unique needs and circumstances. We are confident that you will find our personalized approach appealing:



#### VALUES DRIVEN

- We are not a faceless fund. Our common background and values make us particularly relevant to owners who care about what happens to their business and their people
- We respect the values, culture, and independence that made the company successful in the first place



#### LONG-TERM APPROACH

- Our approach is predicated upon patiently creating value over *decades*
- Our mission is to run companies the right way for sustainable performance
- Our philosophy is to use minimal amounts of debt to ensure the business' resilience



#### FAMILY INVESTORS

- Our shareholders are derived entirely from successful families who can add value
- We offer unrivaled flexibility—enabling us to present creative deal structures that accommodate everyone's needs

## ABOUT MCCOMBIE GROUP

McCombie Group is a collection of influential families actively seeking to invest long-term capital into established family and founder-owned businesses, where we have experience and can add value. More than just writing a check, we leverage our collective knowledge and influence—the same proven capabilities that contributed to the enduring success of our own family enterprises.

McCombie Group partners with talented management teams to transform established companies into significantly larger and more successful businesses.

Excellent businesses are not built overnight. Our investment philosophy is predicated upon patiently creating sustainable value rather than quick, speculative profits. Although we have deep operational experience, it is not our intent to take over daily management of the companies we invest in. We aspire to be collaborative partners, supporting management as active board members and providing them with supplemental resources across financial planning, lender negotiations, mergers and acquisitions, recruiting, and more. Fit is of utmost importance to us, because a harmonious partnership is key to a successful investment.

## TYPICAL INVESTMENT CRITERIA

Investments of \$10mm or more



### INDUSTRIES:

Sectors where we have relevant expertise:

- Distribution
- Maintenance & Repair
- Industrial dealerships
- Niche manufacturing
- Business services



### FINANCIAL METRICS:

Successful middle-market enterprises:

- Family or founder-owned businesses with at least \$2-10mm in profits
- History of stable operating margins
- Defensible market position
- Across the United States



### DEAL STRUCTURES:

Values-oriented owners seeking flexible options:

- Owners looking to retire or obtain liquidity
- Businesses seeking long-term growth capital
- Buyouts staged over time
- Debt and equity

## LEADERSHIP TEAM

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