

# Watermill Group

## *Building companies for the next 100 years*

### Long Term Partners

Watermill Group is a family-owned private investment firm that has been acquiring, operating & growing businesses for more than four decades.

We appreciate that not every business feels at home in a private equity portfolio where fundraising targets and quick exits often influence decision making at portfolio companies. Many management teams prefer a partner that will position their business to endure, allowing value to be realized over a longer-term horizon.

Returning to our family-office style origins, our Long-Term Investment Strategy enables high cash-flow businesses to generate long-term returns through strategic capital investment.

Watermill builds companies for the next hundred years.

### OUR APPROACH

#### Entrepreneurial Vision

We partner with entrepreneurial management teams operating fundamentally sound and high cash flow businesses

#### Strategic Insight

We lead with strategies that leverage the unique capabilities of businesses to capitalize on secular tailwinds.

#### Operational Excellence

We are an active partner that deploys innovative strategies as well as the resources necessary to execute our shared vision

#### Collaborative Team Building

We feel alignment of incentives is necessary to achieve positive outcomes on a consistent basis over the long-term.

### Watermill's Values

Empowered Teams | Integrity  
Mutual Respect | Open Communication  
Professional Entrepreneurship  
Results - Driven Collaboration

### INVESTMENT CRITERIA

EBITDA	\$3M+
Enterprise Value	\$20-\$50M
Investment Structure	Control Equity

### INVESTMENT ATTRIBUTES

Family or Founder Led  
Resilient End Markets  
Predictable Cash Flows  
Organic & Inorganic Growth  
High return capital deployment opportunities

### END MARKETS

Manufacturing  
Value Added Distribution  
Aerospace and Defense  
Environmental  
Food & Agriculture  
Hospitality  
B2B and B2C Services



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