



RIVERARCH EQUITY PARTNERS

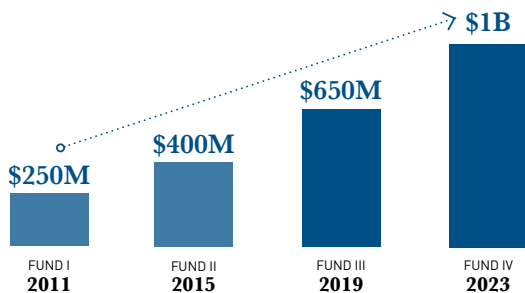
Your Culture. Our Support.
A Shared Vision.

Company Background

Riverarch is a middle market private equity firm that invests in privately held companies. The firm seeks high-quality businesses where it can invest \$40 million to \$100 million of equity capital to support recapitalizations, leveraged buyouts, corporate divestitures and growth financings. Riverarch is a private equity affiliate of The PNC Financial Services Group, Inc., and is currently investing from Riverarch IV, a \$1 billion private equity partnership.

Riverarch Performance Highlights

\$1.5B invested	37 platform acquisitions	125+ add-on acquisitions
3.5x MOIC	\$325M+ in management incentive proceeds	\$3.5B+ of total acquisitions



Investment Profile

Investment Parameters

- EBITDA: \$5M–\$30M
- No minimums for add-on acquisitions

Transaction Types

- Leveraged and management buyouts
- Recapitalizations (majority and minority)
- Corporate divestitures
- Growth capital investments

Investment Criteria

- Meaningful, competitive position in a well-defined market
- Clear customer value proposition
- Realizable growth opportunities and potential for value creation
- Strong financial performance evidencing attractive market position

Competitive Differentiators

- History of supporting accelerated growth and value creation at our portfolio companies
- Partnership-focused approach, centered on empowering management to run their business
- Strong investment track record, with attractive outcomes for management

Select Investments by Sector

Value-Added Distribution



Food & Beverage



Business & Consumer Services



Specialized Manufacturing



Current Portfolio



APA designs, sources and distributes a wide range of more than 8,000 automotive parts to a diverse base of warehouse distributor, retail and e-commerce customers. Seeking automotive aftermarket suppliers.



Ascend Bakery Brands is the parent company of three premium wholesale bakery brands — Backerhaus Veit, Costanzo's, and Prop & Peller. Ascend provides highest-quality sandwich breads, buns, rolls, and Bavarian pretzels to retail and foodservice customers across the United States and Canada.



A leading provider of geospatial services used to map and monitor critical infrastructure and natural resources across North America. Seeking acquisitions across the geospatial services spectrum, including both data collection / survey companies as well as data processing and analysis companies.



A leading manager of corporate identity, branded merchandise and marketing material programs for franchised and multi-unit corporate customers. Seeking acquisitions focused on serving franchisor-led and multi-unit business models, including tech-enabled businesses and marketing service providers.



Forta LLC is the leading manufacturer of synthetic fibers used to reinforce concrete and asphalt, reducing construction costs and significantly extending the useful life of flooring and pavement. Seeking to partner with leading companies within the concrete and asphalt markets to continue building its portfolio of concrete and asphalt systems, including additives, coatings, and related technical services.



Fresh Direct Produce is a Canadian route-based distributor of fresh produce with a differentiating emphasis on Asian products, primarily serving grocery stores. Seeking acquisitions of produce distributors in Canada and the Western U.S. focused on serving the retail and foodservice channels.



Grupo Chilero is a leading manufacturer and distributor of branded seasonings, spices, marinades, chiles and other flavor solutions to the Hispanic grocery and foodservice market. Seeking acquisitions in spices, seasonings, and marinades, as well as broadly across ethnic grocery and foodservice products.



Hill Country Dairies is a value-added distributor of dairy products to the foodservice market. Seeking acquisitions of niche foodservice distributors and category managers that provide foodservice customers with specialty products.



MTA is a leading provider of equipment, testing, inspection, maintenance and certification services to the medical gas and controlled environment industries. Seeking complementary providers of equipment, testing, inspection, maintenance, certification and calibration services to technically demanding markets.



Messenger is a leading provider of memorialization products, tech-enabled insurance assignment services and technology solutions to the funeral industry, serving more than 10,000 customers nationally. Seeking distributors of products and service providers to the funeral industry.



Metal Supermarkets is a leading global franchisor of small-quantity metals and value-add services with over 130 stores across the United States, Canada and United Kingdom. The company offers services such as cut-to-size and quick turnaround times.



A leading provider of premium branded frozen fruit purées, concentrates, zests and blends to the foodservice and food & beverage manufacturing markets. Seeking acquisitions in the frozen and aseptic purée markets, as well as broadly across the fruit ingredients market.



Safco Dental Supply (Safco) is a leading national distributor of consumable dental supplies. Safco has a comprehensive product offering with more than 20,000 SKUs through its industry-leading e-commerce website and product catalogue. Seeking to acquire companies selling products or services to dental offices.



Sequent Foodservice Solutions is a leading wholesale distributor of commercial foodservice equipment and genuine OEM parts into diverse markets, including foodservice equipment dealers, service organizations, buying groups and national chain accounts. Seeking commercial foodservice equipment and parts distributors.



TCP Analytical is an integrated manufacturer and distributor of consumable products to the life sciences and general industrial markets. Seeking acquisitions of distributors and manufacturers of lab chemicals and consumables, with an emphasis on life sciences.

Michael D. Rost

Managing Director
michael.rost@riverarch.com

Andrew J. Wiechkoske

Managing Director
andrew.wiechkoske@riverarch.com

Andrew M. Barza

Managing Director
andrew.barza@riverarch.com

Michael J. Kiley

Managing Director, Business Development
michael.kiley@riverarch.com

Brian E. Blake

Principal
brian.blake@riverarch.com

Michael G. Miller

Principal
michael.miller@riverarch.com

Erik Rauterkus

Director of Portfolio Operations
erik.rauterkus@riverarch.com

Samuel D. Bass

Director
samuel.bass@riverarch.com

Bennett A. Salvatora

Director
bennett.salvatora@riverarch.com

Daniel J. Lebby

Senior Associate
daniel.lebby@riverarch.com

Charlie Martin

Senior Associate
charlie.martin@riverarch.com

Peter G. Heerdt

Senior Associate
peter.heerdt@riverarch.com

Amy Pickett

Senior Associate
amy.pickett@riverarch.com

Joe Cafaro

Associate
joe.cafaro@riverarch.com

Molly Maglio

Associate
margaret.maglio@riverarch.com

Tom O'Connell

Associate
tom.oconnell@riverarch.com

Alyssa M. Sarver

Associate
alyssa.sarver@riverarch.com

Ben Solomich

Associate
benjamin.solomich@riverarch.com

