

The Heico Companies

The Heico Companies was founded in 1979 by Michael Heisley in Chicago. We remain a family owned business and today are focused on investing in leading industrial businesses that complement our existing portfolio. Our current operations include a diverse group of businesses operating around the globe that generate annual revenue in excess of \$2.5 billion.

Our Approach

Long Term Focus

As a family owned business with no outside investors, Heico is not constrained by traditional private equity investment horizons. We are focused on deploying our proprietary capital to support and grow our portfolio of businesses and create value for the long term.

Significant Resources

Our dedicated corporate organization provides our portfolio companies with significant in-house resources unavailable to many of their competitors including: global sourcing, legal and compliance, IT, HR and benefits, and EH&S services.

Decentralized Operating Structure

Our portfolio management teams operate independently but share resources, customer and vendor relationships and experience with the broader Heico organization. This decentralized but cooperative organizational structure unleashes synergies between our businesses while encouraging entrepreneurship.

Investment Criteria

Revenue

- \$50 to \$250 million for new platform investments
- No minimum for add-on acquisitions

Profitability

- EBITDA margins >10%, or a path to achieve them

Geographic

Focused on North America and Europe for new platforms. No geographic limitations for add-on acquisitions

Sector & Product Focus

Engineered Components	Proprietary parts and assemblies sold to industrial OEMs or through specialty distribution for high-performance, critical applications	<ul style="list-style-type: none">• Electronics & Sensors• Enclosures & Thermal Management• Motion & Flow Control• Test & Measure
Specialty Equipment	Special purpose equipment used in unique manufacturing or material handling processes or for performing technical or maintenance services	<ul style="list-style-type: none">• Capital Equipment• Professional Tools• Packaging Equipment• Material Handling• Heavy Equipment
Construction & Industrial Services	Service providers with specialty skills and equipment serving the North American commercial construction and industrial markets	<ul style="list-style-type: none">• Commercial Specialty Contractors• Industrial Specialty Contractors• Maintenance & Repair• Industrial Services
Steel Products	Engineered steel long products, fasteners, and building products	<ul style="list-style-type: none">• Fasteners• Structural Steel• Wire Products

Investment Team

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Representative Portfolio Investments

Heico is actively seeking add-on acquisitions for all of our portfolio companies




ENGINEERED COMPONENTS

	Resistors and resistive products for high current, high voltage, and high energy applications	<i>Electronics & Sensors</i> www.ohmite.com
	Thermal management solutions including heatsinks, coldplates, and heat pipes	<i>Thermal Management</i> www.wakefield-vette.com
	Precision brazed enclosures for aerospace and defense applications	<i>Enclosures</i> www.c-a-design.com
	Indoor air quality and draft control systems for residential HVAC applications	<i>Flow Control</i> www.fieldcontrols.com





SPECIALTY EQUIPMENT

	Cargo control products and systems for trucking, air cargo, and ocean container applications	<i>Material Handling</i> www.ancra.com
	Capital equipment for the tire and rubber, wire and cable, and oil and gas industries	<i>Capital Equipment</i> www.bartellmachinery.com
	Cable machines, high-pressure water jetters, and inspection cameras for sewer and drain cleaning service providers	<i>Professional Tools</i> www.spartantool.com
	Knuckleboom loaders, harvesters, and chippers for the forestry market	<i>Heavy Equipment</i> www.barko.com

CONSTRUCTION & INDUSTRIAL SERVICES

	U.S. national concrete formwork and full concrete frame erector for the commercial and multi-family residential markets	<i>Com. Specialty Contractor</i> www.cecoconcrete.com
	U.S. Gulf Coast specialty contractor providing piling and marine construction services for industrial facilities	<i>Ind. Specialty Contractor</i> www.bo-mac.com
	Global provider of work roll services to the steel industry	<i>Maintenance & Repair</i> www.neodelivers.com

STEEL PRODUCTS

	State of the art steel rod mill located in Ontario, Canada	<i>Steel</i> www.ivacorm.com
	Industrial fasteners	<i>Fasteners</i> www.infasco.com
	Custom engineered and fabricated structural steel elements	<i>Structural Steel</i> www.zalkjosephs.com
	Engineered steel wire and wire mesh products	<i>Wire Products</i> www.daviswire.com