

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

	<p>Companies that manufacture proprietary parts and assemblies that are sold to OEMs or through specialty distribution for high performance, critical industrial applications.</p>	<ul style="list-style-type: none"> • Electronics & Thermal Solutions • Cargo Solutions • Metal Solutions • Recycling Solutions
	<p>Companies that manufacture special purpose equipment used in unique manufacturing, in material handling processes, or for performing technical or maintenance services.</p>	<ul style="list-style-type: none"> • Heavy Equipment • Water Infrastructure • Capital Equipment • Specialty Solutions & Components
	<p>Service companies with specialized skills and equipment serving the North American commercial construction and industrial markets.</p>	<ul style="list-style-type: none"> • Commercial Construction Solutions • Industrial Construction Solutions • Construction Equipment
	<p>Companies that manufacture or fabricate engineered steel products.</p>	<ul style="list-style-type: none"> • Steel Wire Products • Steel Fasteners & Rods

Investment Team

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Representative Portfolio Investments

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

Applied Solutions Group



Ancra Cargo is a leading supplier of cargo securement systems for the heavy-duty trucking market.

Cargo Securement Products
www.ancracargo.com



Neo is the leading provider of wear-resistant surface treatments for industrial applications.

Steel Industrial Services > Metal Processing
www.neodelivers.com



Ohmite manufactures and distributes resistive products for high current, voltage, and energy applications.

Electronic > Thermal Resistors
www.ohmite.com



Shred-Tech is a global leader in designing and manufacturing highly engineered systems used for shredding and recycling paper and other waste streams.

Document Destruction
www.shred-tech.com

Industrial Technologies Group



Barko Hydraulics manufactures a full line of forestry and material handling equipment.

Forestry Equipment
www.barko.com



Bartell designs and manufactures highly engineered industrial equipment for the tire and rubber, oil and gas as well as wire and cable industries.

Capital Equipment
www.bartellmachinery.com



Field Controls is a leading manufacturer of draft controls and air purification systems for HVAC applications.

HVAC Components
www.fieldcontrols.com



Spartan Tool manufactures electro-mechanical and high-pressure water jet equipment for cleaning drains and sewers.

Sewer & Drain Equipment
www.spartantool.com

Construction Solutions Group



Bo-Mac provides specialty contracting services primarily for the oil and gas refining and petrochemical processing industries in the U.S. Gulf Coast region.

Heavy Industrial Construction
www.bomaccontractors.com



Ceco Concrete is a leading provider of concrete formwork services for the construction industry.

Commercial Concrete Construction
www.cecoconcrete.com



TITAN Formwork Systems provides a unique post shore system for the concrete construction industry.

Rental Equipment > Shoring Systems
www.titanformwork.com



Zalk Josephs specializes in fabricating complex structural steel framing for the Midwest construction market.

Steel Wire
www.zalkjosephs.com

Metal Processing Group



Davis Wire is a leading manufacturer of steel wire products including industrial wire, stucco netting, agricultural fencing, and more.

Steel Wire Products
www.daviswire.com



Infasco is a leading North American manufacturer and distributor of fasteners and fastener products.

Steel Fasteners & Nuts
www.infasco.com



Ivaco Rolling Mills is one of North America's largest and most advanced steel wire rod producers.

Steel Rod Mini-Mill
www.ivacorm.com



National Strand specializes in manufacturing twisted and formed strand and cable products that utilize multiple galvanized or stainless-steel wires.

Stranded Steel Wire
www.nationalstrand.com