



Hanover Partners is a private equity firm with offices in San Francisco, CA and Bend, OR. For thirty years, Hanover has focused on investing in, acquiring, and partnering with the management teams of lower middle market businesses providing proprietary, highly-engineered products, industrial equipment, business-facing software and industrial services to niche markets.

**INVESTMENT CRITERIA**

**Financial**

- Revenues of at least \$8 million
- Adjusted EBITDA of \$1.5 million - \$8 million
- Gross margins over 25%, indicating differentiated, market-leading products
- Scalable operating and R&D models; ideally, standard and/or modular products

**Preferred Company Profiles**
















- Companies where intellectual property, proprietary processes, trade secrets, engineering, brands, and formulations create unique competitive advantages
- Manufacturers of industrial equipment, engineered systems or components
- Manufacturers of consumable, aftermarket and/or replacement products
- Value-added assemblers and distributors serving niche markets
- Business-facing software companies serving niche, non-consumer markets
- Providers of specialized industrial and commercial services
- Providers of branded consumer products serving niche markets



**Deal Structure**

- Control buyouts and recapitalizations of 65% - 100%; flexible structuring to meet the unique goals of a specific seller
- Management teams retain and/or earn meaningful and ongoing ownership via re-investment and/or incentive equity pools
- Typically a "one-stop" financing structure (equity and mezzanine debt) with limited to no use of third-party bank debt

**SELECT PORTFOLIO COMPANIES**

 <p><b>Ska Fabricating</b> Durango, CO Packaging machinery equipment for canning applications</p>	 <p><b>Blast Deflectors Group</b> Reno, NV Specialized airport infrastructure equipment</p>	 <p><b>Pyramid Technologies</b> Mesa, AZ Bill acceptors and currency validation equipment</p>	 <p><b>Wohler Technologies</b> Hayward, CA Audio and video monitoring equipment for broadcasters</p>
 <p><b>Westside Equipment Holdings</b> Madera, CA Tomato and pistachio harvesting equipment and related parts (Exited and Realized, 2023)</p>	 <p><b>Powertronix</b> Foster City, CA Power product solutions for medical, renewable energy, and industrial markets (Exited and Realized, 2023)</p>	 <p><b>Ligchine International Corporation</b> Darien, WI Laser-guided boom operated concrete screeds (Exited and Realized, 2022)</p>	 <p><b>Consolidated Equipment Group</b> Alexandria, MN Engineered attachments for light-construction machinery equipment (Exited and Realized, 2021)</p>
 <p><b>Freedom Communication Technologies</b> Kilgore, TX Mission-critical communications test equipment and analyzers (Exited and Realized, 2019)</p>	 <p><b>Audio Precision</b> Portland, OR Test and measurement equipment for high-end audio applications (Exited and Realized, 2018)</p>	 <p><b>Hamer</b> Plymouth, MN Packaging machinery equipment and systems for niche bagging markets (Exited and Realized, 2015)</p>	 <p><b>Bri-Mar Manufacturing</b> Chambersburg, PA Light-duty hydraulic dump, equipment transport and utility trailers (Exited and Realized, 2013)</p>
 <p><b>HandiQuilter</b> North Salt Lake City, UT Branded quilting machines, accessories, and computerized quilting systems (Exited and Realized, 2011)</p>	 <p><b>Solidscape</b> Merrimack, NH Rapid 3D printer prototyping systems (Exited and Realized, 2011)</p>	 <p><b>Rugby Manufacturing</b> Rugby, ND Hydraulic hoists, dump truck bodies, and related equipment (Exited and Realized, 2005)</p>	

