

HANOVER PARTNERS

A Private Investment Company

SAN FRANCISCO, CA · BEND, OR

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, highlyengineered 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



Ska Fabricating Durango, CO

Packaging machinery equipment for canning applications



Blast Deflectors Group Reno. NV

Specialized airport infrastructure equipment



Pyramid Technologies Mesa. AZ

Bill acceptors and currency validation equipment



Wohler Technologies Havward, CA

Audio and video monitoring



Westside Equipment Holdings Madera, CA

Tomato and pistachio harvesting equipment and related parts (Exited and Realized, 2023)



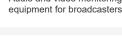
Powertronix Foster City, CA

Power product solutions for medical, renewable energy, and industrial markets (Exited and Realized, 2023)



Ligchine International Corporation Darien, WI

Laser-guided boom operated concrete screeds (Exited and Realized, 2022)





Alexandria, MN Engineered attachments for lightconstruction machinery equipment (Exited and Realized, 2021)



Hamer Plymouth, MN

Packaging machinery equipment and systems for niche bagging markets (Exited and Realized, 2015)



Bri-Mar Manufacturing Chambersburg, PA

Light-duty hydraulic dump, equipment transport and utility trailers (Exited and Realized, 2013)



Freedom Communication Technologies Kilgore, TX

> Mission-critical communications test equipment and analyzers (Exited and Realized, 2019)



Audio Precision Portland, OR

Test and measurement equipment for high-end audio applications (Exited and Realized, 2018)



HandiQuilter

North Salt Lake City, UT

Branded guilting machines, accessories, and computerized quilting systems (Exited and Realized, 2011)



Solidscape Merrimack, NH

Rapid 3D printer prototyping systems (Exited and Realized, 2011)



Rugby Manufacturing Rugby, ND

Hydraulic hoists, dump truck bodies, and related equipment (Exited and Realized, 2005)



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