



HANOVER PARTNERS, INC.

A Private Investment Company

SAN FRANCISCO, CA • BEND, OR



1994-2024, Hanover Partners Marks Three-Decades Long Consistent Approach to Business Building

This summer Hanover Partners (“Hanover”) celebrates its 30-year anniversary. Hanover has pursued a consistent strategy for three-decades; investing in small-to-medium sized highly-engineered, proprietary product, industrial technology, and niche manufacturing companies. The firm’s co-founders John Palmer and Andy Ford started Hanover in 1994, and were joined by Aaron Aiken in 2007, and Vineet Varma in 2021.

John and Andy, Co-Founders, stated, “We’re proud of Hanover’s stewardship of many great companies over our 30 years. We’ve worked with some great management teams, and have endeavored to be a patient, resourceful, and flexible partner to support their vision. As Hanover enters its fourth decade, this collaborative approach endures, and we maintain our disciplined focus on specialty-product businesses with significant engineering and intellectual property value-add.”



Integral to Hanover’s approach to business building has been its philosophy that “Management is the star, and Hanover is the stagehand”. Hanover has been fortunate to partner with exceptional CEO partners and honored that so many founders and entrepreneurs have chosen Hanover to carry forward their legacies. Accordingly, Hanover was recognized as a “Founder Friendly Investor” by Inc. Magazine in 2022.

Commenting on Hanover’s partnership philosophy, Dave Ring, former CEO of Hanover Partners’ exited portfolio company Ligchine International, and Hanover Operating Advisory Board Member, stated, “I have known the Hanover team for 15 years; first as an operating advisor and then as CEO and shareholder of a Hanover portfolio company where together we doubled EBITDA in just under 4 years. They are engaged investor-partners, providing both strategic and tactical assistance to the management team while simultaneously cognizant that ultimately management and employees know the business best; as a result, my team had significant autonomy to execute our growth plan. Lastly, Hanover has invested through multiple cycles and maintains a long-term, patient vision; they don’t “Monday Morning Quarterback” their management team partners, which I found especially refreshing and additive.”

Following an active 2023, during which Hanover completed three transactions (two significant exits and a strategic add-on acquisition) the firm seeks to continue its momentum, staying consistent with its 30-year legacy of investing in market leading, differentiated product-based companies in partnership with their talented management teams. Please reach out to Vineet Varma, vineet@hanoverpartners.com, to discuss potential acquisition opportunities and/or CEO partner introductions.

About Hanover Partners

Founded in 1994, Hanover Partners, Inc. is a private equity firm with offices in San Francisco, CA and Bend, OR. Hanover is dedicated to 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. www.hanoverpartners.com

Aaron C. Aiken

aaron@hanoverpartners.com

Vineet Varma

vineet@hanoverpartners.com

Andrew N. Ford

andyf@hanoverpartners.com

John E. Palmer

johnp@hanoverpartners.com