

# PRIVATE EQUITY.

# INVESTMENT CRITERIA.

## RELATIONSHIP-FOCUSED, PROCESS-DRIVEN APPROACH TO MIDDLE MARKET INVESTING

Harvest Private Equity engages in a proactive, thematic and focused investment approach to building and expanding expertise in target sectors through a combination of independent research, sector-focused networking and experience from prior investments.

As an established investor with a differentiated asset selection strategy and value creation framework, Harvest Private Equity seeks to generate exceptional returns with low volatility.

### Revenue

\$100 million – \$3 billion

### EBITDA

\$30 million – \$300 million

### Enterprise Value

\$300 million – \$5 billion



## SECTORS OF INTEREST

- Business & Industrial Services
- Consumer
- Healthcare
- Industrials
- Software

**1981**

Inception

**\$16.4B**

Invested To-Date

**96**

Investments To-Date

**9**

Funds

\* As of March 31, 2024. Reflects capital invested by funds and co-investors.

# VALUE CREATION BLUEPRINT.

At the outset of each Private Equity investment, Harvest leverages its diligence and experience to collaborate with management in order to design a Value Creation Blueprint ("VCB") that outlines clear growth objectives along with actions to ensure capital preservation.

Throughout the life of an investment, the Harvest Private Equity team and the Portfolio Support Group take a hands-on approach to measure progress against key milestones and initiatives.

## Strategy



### Core Focus: Support Growth Priorities and Add New Capabilities

- Expansion of total addressable market
- Salesforce development and productivity
- Buy and build strategy

## Talent



### Core Focus: Build Management Depth and Be an Employer of Choice

- Talent recruitment and retention
- Employee engagement
- Equity alignment

## Operations



### Core Focus: Optimize and Enhance Data-Driven Decision Making

- Leverage scale
- Business intelligence
- Infrastructure buildout
- ESG Monitoring

Disclaimer: Past performance is not necessarily indicative of future results. This is provided for informational and illustrative purposes only and is not an offering of any kind. Although Harvest believes that it has the competitive advantages outlined above in identifying, diligencing, monitoring, consulting, improving and ultimately selling investments on behalf of its investment vehicles, there can be no guarantee that Harvest will be able to maintain such advantages over time, outperform third parties or the financial markets generally, or avoid losses.