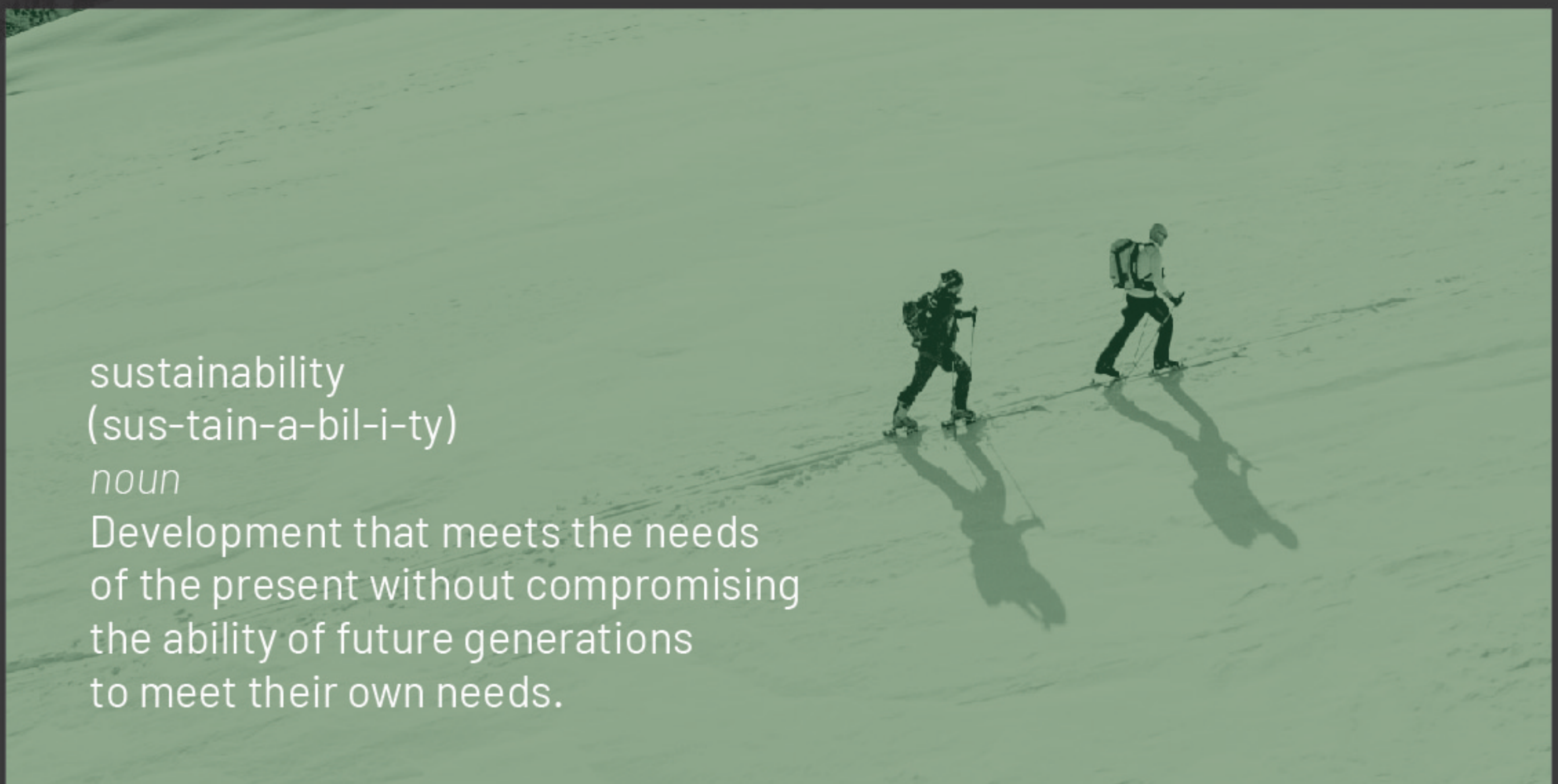




# HAWKSTONE

COMPANY  
PROFILE

PRIVATE INVESTMENT FIRM



sustainability  
(sus-tain-a-bil-i-ty)

*noun*

Development that meets the needs  
of the present without compromising  
the ability of future generations  
to meet their own needs.





# HAWKSTONE

## PRIVATE INVESTMENT FIRM:

Aligning discerning Founder Owners with experienced Operating Executives who are looking to acquire a company and execute a growth strategy.

Applying Fortune 500 experience with a conscious small business mentality.

## THE BIG PICTURE

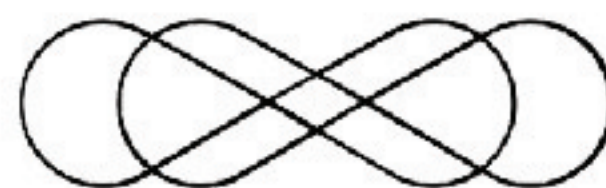
Hawkstone provides a solution for business owners who are interested in a liquidity event, but also in the execution of the growth strategy that has the interests of the business, the owner's legacy and the employees in mind. We are business owners and operating executives that have started, built and sold our own companies and we understand what you are going through. We provide Main Street operating experience and support, not financial reengineering.



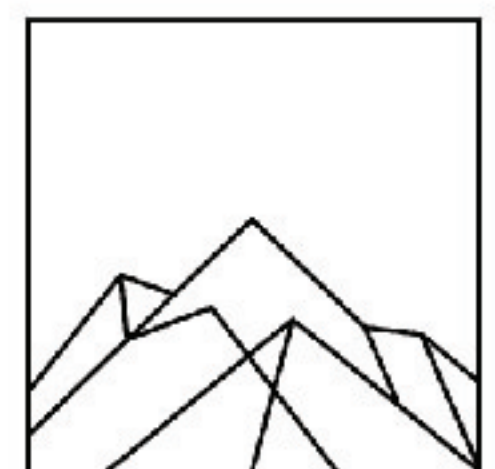
LEGACY



SUSTAINABILITY



CONTINUITY



GROWTH



# WHO ARE YOU?

Are you a discerning seller concerned about your **legacy** and the future of the company you built?

## BUSINESS OWNERS

All business owners are interested in a fair price for their business and many are concerned about their legacy, the employees they hired and the company they created. Hawkstone works specifically with these discerning business owners. Business owners who want an experienced operating executive that can both create a strategic growth plan and execute it as well.

Whether you are looking to maintain a piece of your company to participate in the execution of a growth plan or a 100% buyout, Hawkstone creates the unique structure to satisfy your requirements.

Have you always wanted to own your own company and execute a **growth** strategy?

## OPERATING EXECUTIVES

Hawkstone works with operating executives who have an investment thesis, with or without an acquisition target identified, and are interested in executing a buy and build strategy. The operating executive controls the deal and participates in the company equity. You are not simply an employee.

Operating executives have the opportunity to provide Board support to Hawkstone acquisitions as well as the option to invest alongside other operating executives into private company transactions.





# COMPANY CRITERIA & GROWTH STRATEGY

TYPE OF PROCESS	EBITDA	REVENUE
MAJORITY STAKE BUYOUT	\$1M – \$6M	\$8M – \$50M
<hr/>		
INDUSTRY SEGMENTS	GEOGRAPHY	HOLD PERIOD
<ul style="list-style-type: none"><li>• Industrial manufacturing</li><li>• Industrial services</li><li>• Value-add distribution</li><li>• Business services</li><li>• Energy and water related CleanTech companies</li></ul>	US HEADQUARTERED	100% FLEXIBILITY

Hawkstone coordinates and promotes the experience of the operator and the execution of the growth strategy to assist the business owner in achieving their objective centered around a long-term view of what is right for the business, its employees and the community. We bring Fortune 500 experience to a small private company to accelerate growth through experience. Hawkstone executes majority stake buyouts with complete flexibility around structure, terms and strategy.



100 Day Plan



Operational  
Efficiency



Product/ Service  
Expansion



Geographic  
Expansion



Growth  
Through  
Acquisition



# THE HAWKSTONE DIFFERENCE

## OUR PURPOSE

To preserve and grow the small business economy in the United States with an emphasis on sustainability in both the private business sector and the macro-environment.

## OUR WAY

To bring both capital and resources together by facilitating the transition of private companies to new private owners and grow the business.

## NOT A PRIVATE EQUITY GROUP

Hawkstone works with business owners, operating executives and investors to develop and execute a transition strategy where each scenario and transaction is unique.

## A CULTURE OF SUCCESS



- President, Energy and Infrastructure a \$1.4B global portfolio of nine businesses
- Global Operating Committee Member increasing sales from \$1.65B to \$6.5B
- Management Team that increased stock price from \$3.00 to \$80.00
- Led Mergers and Acquisitions, increasing revenue as a result of M&A over \$2.0B



- Negotiated option to acquire 80% stake in company
- Assumed President role for option period
- Restructured financials, overhead allocations, pricing models, developed business plan, corporate development plan, business development plan
- Reversed a four year trend of declining sales and income, won several new multi-year agreements, restructured business and expanded into new markets/geographies



- Acquired 60% stake in company
- Raised capital through HNW and family office investors
- Acquired / started import/export companies in six South American countries
- Grew revenue 10X in 6 years