

HARREN SEEKS INVESTMENT OPPORTUNITIES IN TWO SPECIALIZED INDUSTRIAL SERVICES VERTICALS

CHARLOTTESVILLE, VA, July 21 , 2020 – Harren Equity Partners ("Harren"), a private equity firm dedicated to the lower middle market, has launched a dedicated effort to expand its investment presence in two distinct Industrial Services segments: (i) rigging & lift solutions and (ii) data center support services.

This effort will target acquisitions that range in size from \$500 thousand to \$20 million of EBITDA. Target companies and transaction types include those that are owned by founders, or their families, who seek liquidity in exchange for all or a portion of their holdings, as well as divisions of larger corporations. Harren will also pursue distressed or restructuring opportunities given its substantial experience with these situations.

A brief description of the targeted Industrial Services segments:

Rigging & Lift Solutions – *Businesses focused on the transportation, storage, handling and placement of heavy assets or large equipment, most often through the utilization of mobile cranes, forklifts, or other handling equipment. A priority will be placed on asset-light businesses with minimal to modest capital equipment fleets that service commercial, government, industrial, or other specialized end markets. Please note that we are not interested in asset-heavy crane rental businesses or businesses that primarily serve the energy end market.*

Data Center Support Services – *Businesses that provide any number of support services into the nation's infrastructure of data centers, including traditional colocation and cloud-related data centers as well as emerging edge data centers. While a priority will be placed on recurring services provided to operating locations, companies supporting the expansion and construction of data centers will also be considered. Examples include operators engaged in capital equipment testing and maintenance, security, and other ongoing service offerings.*

Importantly, Harren's institutional knowledge and investment presence in these segments will enable the investment team to spend more time with the current owners of a business to develop an understanding of their goals, as opposed to spending time learning the sector.

Harren emphasizes that it is actively pursuing new investments despite the pandemic and ongoing economic uncertainty. Realizing that many companies are not actively on the market given recent events, Harren would be pleased to enter into a buyside fee agreement in advance of being referred to possible opportunities within these two segments.

As a brief refresher on Harren:

- Harren is celebrating its 20th year in 2020 and is investing Fund III, a \$275 million pool of committed institutional capital.
- Our strategy is to invest in later stage transactions in the categories of majority recap, LBO/MBO, retiring owner, restructuring, divisional spinoff and shareholder buyout.

- Harren invests in new platforms with at least \$5 million (up to \$30 million) of EBITDA. We have invested in, and continue to seek, transactions in Manufacturing / Industrials, Consumer Products & Services, Healthcare Services and Business Services. The full list can be found here:

http://www.harrenequity.com/pdf/Harren_Firm_Overview.pdf

- Harren actively utilizes its Harren Executive Partner (“HXP”) operating executive recruitment program to pursue new platform transactions. We will pay to you a referral fee of \$100k for the introduction of an operating executive with whom we partner on a new platform investment. In addition to the high-level information at the link below, Harren will gladly email to you a program description and fee agreement if you have a candidate to refer.

http://www.harrenequity.com/pdf/Harren_Executive_Program.pdf

- Harren has 11 existing portfolio companies, many seeking add-ons with at least \$500k EBITDA. The list of add-on goals can be found here:

http://www.harrenequity.com/pdf/Current_Add-on_Searches.pdf

In closing, if there are transactions in your pipeline that you are offering currently, or preparing to launch, that might be a fit for Harren, our firm would be pleased to interact by email or arrange a phone call to discuss.

Please feel free to forward this announcement to any of your colleagues who might have an interest.

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