

# Flexible Capital Partner to Family, Founder, and Entrepreneur-owned Businesses

White Mountains Partners (WMP) provides first institutional capital to companies in the essential services, light industrial, and specialty consumer industries

WMP deploys a flexible **\$500 million** pool of committed capital from White Mountains Insurance Group (NYSE: WTM)

WTM is a diversified, publicly-traded, M&A-oriented holding company with over **\$10 billion of assets**

## Criteria

### EBITDA

**\$10-\$50 Million**

(smaller for bolt-on acquisitions)

### Equity Check

**\$50-\$250 Million**

### Geography

**North America**

(opportunistic internationally)

### Free Cash Flow

**85%+ FCF Conversion**

(EBITDA – Capex) / EBITDA

Welcome meaningful seller rollover equity (20%+)

## Advantages to Partnering with WMP

### Precise capital solutions for maximum impact

We are building a relatively concentrated portfolio of high-quality companies to focus our attention and resources on what matters most

### Disciplined balance sheet management with prudent leverage

Our low cost of capital facilitates closing transactions without financing contingencies, and regardless of the current credit environment

### Flexible hold periods for optimized exit opportunities

We underwrite our hold periods to align with the monetization objectives and timelines of those owner-managers with whom we partner

### Focus on driving growth, not fee income

Portfolio companies are not charged any fees, providing liquidity to fund growth initiatives and owner distributions

### Deep understanding of non-institutionally-owned businesses

Our operating ethos and value creation model preserve the management, culture, values, heritage, and legacies of our companies

## Industry Focus

We seek to acquire majority ownership – or minority positions with a contractual path to control – in companies that operate in our three key industries with significant interest in the following verticals or others with similar fundamentals

### Essential Services

- Systems integration
- Electrical contracting
- Roofing services
- Janitorial services
- Pavement services
- Door & dock services
- TICC services
- Property restoration and remediation

### Light Industrial

- Flow control distribution
- Structural steel fabrication and erection
- Contract packaging and manufacturing
- Transformer manufacturing
- HVAC distribution
- Chemical blending and formulation

### Specialty Consumer

- Toys, games, arts & crafts, and activities
- Funeral products and services
- Licensed footwear and other consumer products
- Ingredients, sauces, and flavorings
- Pet products and services

### Industry Fundamentals

- Large markets (\$10+ billion)
- Highly fragmented
- Significant bolt-on M&A opportunities
- Multiple secular, structural, or cyclical growth drivers
- Substantial revenue visibility

Owners or representatives of businesses that fit our criteria are invited to contact: