

# Strategic Capital for Enduring Growth

# CCMP Growth at a Glance

## Firm Overview

- Leading lower middle market private equity firm with a 20+ year heritage of buyout and growth equity investing
- Solely focused on investments in the high growth subsectors of the North American consumer and industrial economy
- Led by co-managing partners Mark McFadden and Joe Scharfenberger who have a long track record of highly successful investments in the industrial and consumer sectors
- Employs a growth focused investment strategy to scale lower middle market businesses:
  - Target high growth subsectors
  - Significant experience in tech-enabled services, product technology, and omnichannel distribution/retail business models
  - Long history of successfully partnering with founder and family-owned businesses that are seeking to take on their first institutional investor
  - Utilize a research model to identify growth themes and high growth companies
  - Focus on well run, profitable companies in sectors with consolidation potential and capitalize them for growth
  - Partner with experienced operators from CCMP's network to provide board level support for growth initiatives (digital marketing, scaling supply chains, integration, succession planning, etc.)
  - Accelerate growth with an active add-on acquisition strategy
  - Prepare businesses for accretive exits (strategic, large-cap sponsor, IPO)

## CCMP IV

- Closed in excess of \$500 million target
- \$10 – 50 million EBITDA with a growth focus (10%+)
- Plan to invest \$50 – 150 million equity, including LP co-invest <sup>a)</sup>, in each deal
- Anticipate investing in ~7 platforms
- Six portfolio company investments made to-date:
  - Airo Mechanical – a multi-family HVAC and plumbing installation services provider
  - Combined Caterers – a premium event management and catering platform
  - Innovative Refrigeration – a vertically integrated engineering, software and service business for cold storage, food production and distribution facilities
  - Decks & Docks – the leading specialty distributor of products and accessories used in the construction of outdoor docks and decks
  - Omnia Exterior Solutions – a digitally enabled exterior residential services platform
  - Mammoth Holdings – a 153-unit car wash platform
- Strong CCMP IV momentum – double-digit revenue and EBITDA growth in 2023 and 2024
- 19 add-on acquisitions completed since 2022

a) Co-investment opportunities may not be made available to all LPs and CCMP Growth is not under any obligation to offer co-investment opportunities to LPs.  
 Note: Past performance is not necessarily indicative of future results.

# What Guides Us

## The CCMP Growth Mission

**We invest in high growth lower middle market industrial and consumer companies in North America.**

**As a trusted partner to founders and business leaders, we build enduring growth through truth-driven decision-making.**

**Our success is measured by strong investor returns and transformative professional and wealth-building opportunities for our portfolio companies and CCMP Growth team.**

### CCMP Growth Core Values

#### Growth

- Sole focus on investing in high-growth lower middle market industrial & consumer companies
- Invest for long-term success that sustains beyond our investment period
- Embrace a continuous learning mindset

#### Focus

- Concentrate and excel in our core areas of expertise
- Promote agility and decisiveness in thinking and action
- Support a successful balance of business and personal life

#### Commitment

- Unabating conviction to achieve our Mission
- Deep investment in our portfolio companies at all levels of CCMP
- Hold ourselves and our partners accountable for seeking the truth, operating with the highest integrity and delivering on our commitments

#### Partnership

- Create durable winning strategies with our investors, portfolio company partners, advisors and team members
- Treat everyone with the highest standards of fairness, transparency, respect, and integrity
- Celebrate success and learn from adversity as a team

**CCMP** | GROWTH  
ADVISORS

WHAT DRIVES OUR SUCCESS:

# Thematic Sourcing

## CCMP Highest Priority Focus Sectors

### Smart Automation Technologies

### Resilient, Tech-Enabled Services

### Essential & Experiential Consumer Services

### B2B2C Value Chain Outsourcing & Distribution

### Consumer Nutrition, Health & Wellness

### Home Automation & Enthusiast Products

## Key Investment Themes

- Industrial digitization and AI integration
  - Reshoring and domestic manufacturing
  - Energy and resource efficiency
- Digital transformation of legacy services
  - Energy efficiency and sustainability
  - Mission-critical, high-value revenue models
  - Operating models that reduce customer cost
- Mobile-first behavior and hyper personalization
  - Premium experiences vs. products and DIFM
  - Subscription/recurring-revenue economics
  - Tech-enabled convenience
- Accelerating innovation cycles
  - Proliferation of digital brands
  - Capitalizing on consumer trends without direct brand risk
- Preventative and holistic care
  - Personalized health via data and diagnostics
  - Tech-enabled access and affordability
  - Aging population tailwinds
- Home as a lifestyle hub post-pandemic
  - Premiumization and differentiation
  - Digital connectivity to dealers/consumers
  - Niche brand affinity and community-centric engagement

## CCMP IV Portco



## Legacy Portco



WHAT DRIVES OUR SUCCESS:

# Consistent Targeting

## Deal Structures

- Equity Check Size: \$50M – 150M (including LP co-invest)<sup>a</sup>
- Primarily **control growth buyouts**
- **Founder-led & family-owned** businesses, platforms at growth inflection points, businesses in succession scenarios
- Flexible capital to fund organic and M&A-driven growth, prudent use of leverage: 2.0 – 4.0x EBITDA
- **Active, collaborative partnerships** with management, **strong alignment** through equity participation and shared upside



## Target Company Attributes

- \$10 – 50M of EBITDA (sweet spot is <\$35M)
- Platforms acquired at multiples below EBITDA growth rate
- Strong historical & projected growth (~10%+)
- Active management / Founders
- Niche market leadership in attractive/growing sectors
- Strong 5-Forces Analysis / Pricing power / Barriers to entry
- Resilient free cash flow and margins
- Technological / Digital enhancement opportunity
- Accretive acquisition opportunities
- Improved exit potential with scale



a) Co-investment opportunities may not be made available to all LPs and CCMP Growth is not under any obligation to offer co-investment opportunities to LPs.

Note: For illustrative purposes only. There can be no assurance any CCMP Growth investments will have the characteristics or attributes set forth above. Past performance is not necessarily indicative of future results. Certain statements made herein reflect the subjective views and opinions of CCMP Growth and its personnel. Such statements cannot be independently verified and are subject to change. See Notes pages for important disclosures.

WHAT DRIVES OUR SUCCESS:

# Industrial Sector Heat Map<sup>a</sup>

HIGH

Monitor

Proactively pursue



CCMP Growth View of Subsector Attractiveness

LOW

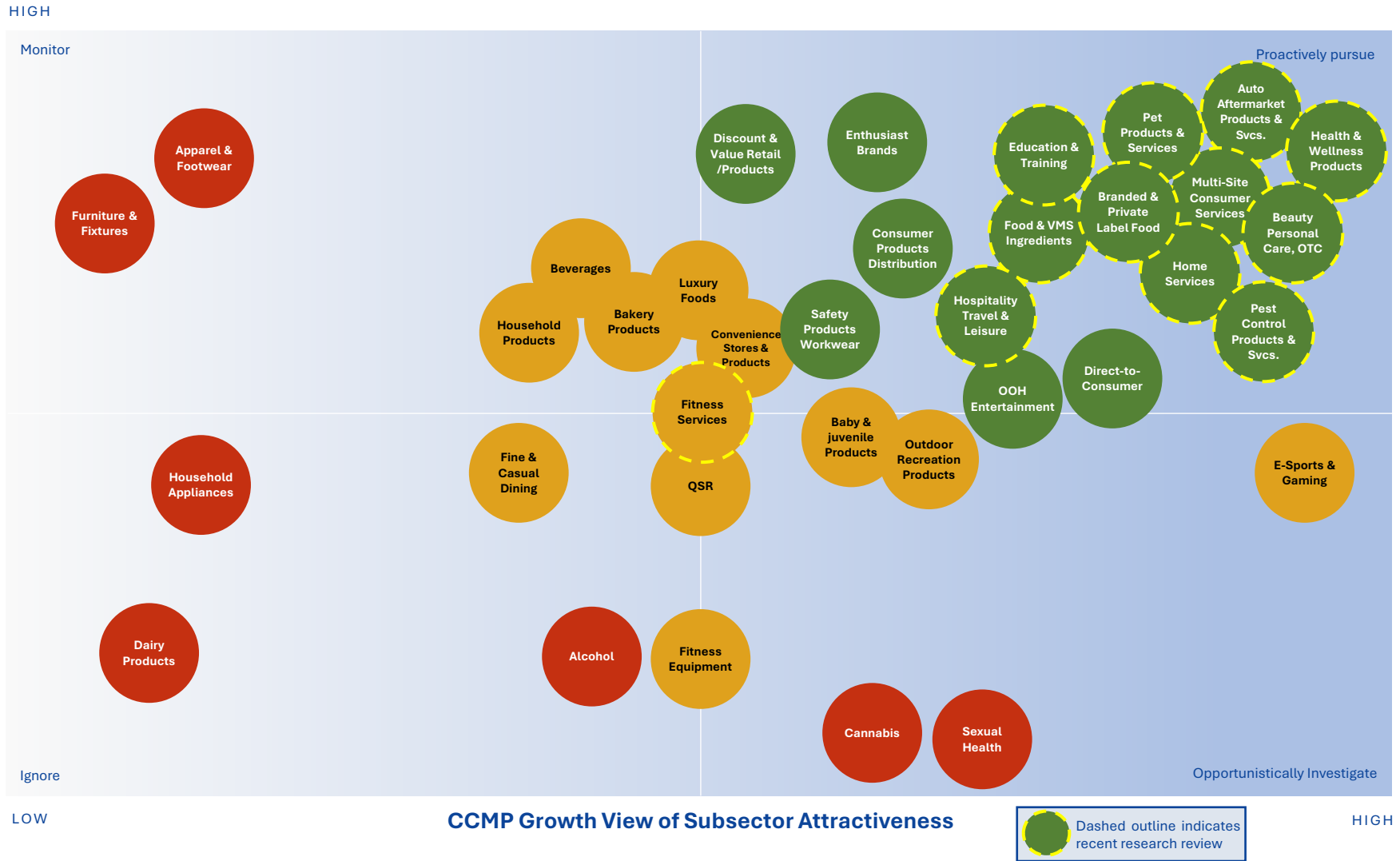
HIGH

a) For illustrative purposes only. Based on CCMP Growth's subjective view and subject to change. There can be no assurance that any such trends will continue in the future.

Note: There can be no assurance that CCMP Growth will be able to consummate investments with these characteristics or that, if consummated, such investments will be profitable. Certain statements made herein reflect the subjective views and opinions of CCMP Growth and its personnel. Such statements cannot be independently verified and are subject to change.

WHAT DRIVES OUR SUCCESS:

# Consumer Sector Heat Map<sup>a</sup>



a) For illustrative purposes only. Based on CCMP Growth's subjective view and subject to change. There can be no assurance that any such trends will continue in the future. CCMP's consumer investment approach focuses on companies that generate revenue from direct consumer spending (B2C) and/or companies that generate revenue that relies on consumer spending, habits, or engagement (B2B).

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# Our High Growth CCMP IV Portfolio

Company	Description	Focus Sector	Operating Angle	Seeking Add-Ons
<b>Airo Mechanical</b> (8/2025)	Multi-family HVAC and plumbing installation services provider in the Southeast (primarily North Carolina)	Resilient, Tech-Enabled Services	CCMP Exec. Advisor Pete Papagiannis	Yes
<b>Combined Caterers</b> (11/2024)	Premium event management and catering platform that provides high-end food & beverage and hospitality services predominantly for larger and more upscale events	Essential & Experiential Consumer Services B2B2C Value Chain	Deep experience in multi-site consumer and foodservice investments, Founder joined board	Yes
<b>Innovative Refrigeration</b> (12/2023)	Engineering, design/build, and aftermarket service company focused on complex industrial refrigeration systems for the food production, distribution, and cold storage markets	Smart Automation Technologies	Partnered w/ 2-time CCMP CEO Tom Goeke	Yes
<b>Decks &amp; Docks</b> (10/2023)	Value-added specialty distributor of marine contractor and outdoor living supplies	Home Automation & Enthusiast Products B2B2C Value Chain	CCMP Exec. Advisors Bill Reminder & Mark Hornick	Yes
<b>Omnia Exterior Solutions</b> (5/2023)	Consolidation platform in exterior residential maintenance services (roofing, gutter, window, siding, etc.)	Resilient, Tech-Enabled Services	Partnered w/ Jim Ziminski, 10+ year CCMP relationship	Yes
<b>Mammoth Holdings</b> (12/2022)	Express car wash platform with 153 locations across the Southeast and Midwest	Essential & Experiential Consumer Services	Deep experience in sector & similar retail growth models	Yes

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