



# THE STEPHENS GROUP

The Stephens Family has partnered with entrepreneurs and management teams for nearly **90 years**, building exceptional businesses with long-term, sustainable value. We continue to build on that heritage and legacy. While our team and capabilities have grown significantly over the years, we have not fundamentally changed. We are unwavering in our commitment to the very same principles and standards on which Witt Stephens, Sr. founded W.R. Stephens Investment Company in 1933.

## Enduring *Values*

*Fairness, Transparency, Respect, and Alignment. By partnering with people and companies who share our values, we are able to build strong teams, authentic relationships, and valuable businesses.*

## Enduring *Capital*

*We have the capabilities, investment focus and appetite of a large middle-market private equity firm, but our stable, enduring source of capital enables us to invest in strategies that truly maximize long-term value.*

## Enduring *Partnerships*

*Our reputation as authentic partners has not changed for the nearly **90 years** we have been investing. We approach each relationship as equals, sharing risk and reward.*

## CREATING VALUE

**We focus on driving activities that create, enhance and sustain lasting value:**

- Active Board Oversight
- Operational Excellence
- Network Access
- Capital Markets Knowledge
- Strategic Acquisition Leadership
- Collaborative Culture

## INVESTMENT FOCUS

**We look for attractive investment opportunities in industries or niches that generally fit the following criteria:**

- Control acquisitions or significant minority investments
- Headquarters in North America



**COMMERCIAL & INDUSTRIAL PRODUCTS AND SERVICES**



**FOOD & CONSUMER PRODUCTS**



**SOFTWARE & TECH-ENABLED SERVICES**



**OPPORTUNISTIC INVESTMENTS**

**BILLIONS**  
Invested

**DECADES**  
of Experience

**HUNDREDS**  
of Companies



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## SELECT CURRENT PARTNERSHIPS

	2020	Leading P&C-focused insurance brokerage with a specialization in niche and complicated customer end-markets.	Opportunistic
	2020	Market leading point-of-sale platform for financing sustainable home solutions. The Stephens Group invested through its affiliation with WestCap Group, LLC	Opportunistic
	2020	World's leading marketplace for live event ticketing. The Stephens Group invested through its affiliation with WestCap Group, LLC	Opportunistic
	2020	Leading distributor of commercial and industrial automation products and controls solutions.	Commercial & Industrial
	2019	Leading provider of sustainable, closed-loop plastic products serving a wide variety of agricultural, consumer and industrial markets.	Commercial & Industrial
	2019	Elite group of acoustic, seismic, vibration and noise control companies that together offer the broadest portfolio of noise control solutions in the market.	Commercial & Industrial
	2017	Developer and distributor of equipment, tools and supplies for specialty contractors serving various end markets, including stone fabrication, concrete, restoration and professional cleaning markets.	Commercial & Industrial
	2016	Farmer-focused vertically integrated branded and private label coffee company engaged in sourcing, roasting, sales and distribution to retail and hospitality.	Food & Consumer
	2016	SaaS provider of legal technology.	Technology
	2016	Provider of medical devices, primarily highly engineered spinal implants and instrumentation.	Engineered Products
	2014	Home furnishings luxury brand offering upholstery, casegoods, lighting, rugs and accessories.	Food & Consumer
	2014	Datacenter operator; provider of cloud, colocation and managed services.	Technology
	2013	Operator of datacenter facilities offering colocation, carrier connectivity, power and space.	Technology
	2011	Secure cloud hosting company specializing in applications and sectors with strict compliance and high traffic needs.	Technology
	2011	Specialty mechanical contractor with a nationwide footprint.	Industrial
	2007	Custom fabricator for oil and gas production equipment, structural weldment fabrication and pressure vessel fabrication.	Industrial

## SELECT PAST PARTNERSHIPS

