



# 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

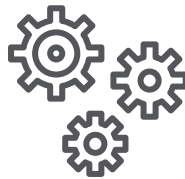
*Our reputation as authentic partners has not changed for the nearly **90 years** we have been investing. We approach each relationship as equals, sharing risk and reward.*

### 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

### INDUSTRY FOCUS



COMMERCIAL & INDUSTRIAL PRODUCTS AND SERVICES



SOFTWARE & TECH ENABLED SERVICES



OPPORTUNISTIC INVESTMENTS

	Buyout	Growth Equity
Revenue	~\$50 - \$500 Million	~\$5 - \$20 Million
EBITDA	~\$7 - \$50 Million	Nearing Breakeven or Greater
Initial Investments*	~\$25 - \$125 Million	~\$5 - \$50 Million

\* We have the flexibility to invest more for particularly attractive new opportunities and in support of high-growth businesses.

**BILLIONS**  
Invested

**DECADES**  
of Experience

**HUNDREDS**  
of Companies



## SELECT CURRENT PARTNERSHIPS

	2022	Leading brand agnostic distributor of OEM replacement and repair parts for safety, relief, back pressure and control valves.	Commercial & Industrial
	2022	Cloud-based transportation management system that automates, streamlines and optimizes transportation transactions for shippers.	Software & Tech Enabled Services
	2022	Provider of mission-critical repair, maintenance, and replacement services to large facility operations for education, healthcare, industrial, government, and commercial customers.	Commercial & Industrial
	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	SaaS provider of legal technology.	Software & Tech Enabled Services
	2016	Provider of medical devices, primarily highly engineered spinal implants and instrumentation.	Commercial & Industrial
	2014	Home furnishings luxury brand offering upholstery, casegoods, lighting, rugs and accessories.	Opportunistic
	2014	Datacenter operator; provider of cloud, colocation and managed services.	Software & Tech Enabled Services
	2011	Specialty mechanical contractor with a nationwide footprint.	Commercial & Industrial
	2007	Custom fabricator for oil and gas production equipment, structural weldment fabrication and pressure vessel fabrication.	Commercial & Industrial

## SELECT PAST PARTNERSHIPS

