

The Stephens Family has partnered with entrepreneurs and management teams for over **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.

## INDUSTRY FOCUS



### Industrial Products & Services

*We invest in a wide range of Industrial Products & Services. Looking for companies with highly engineered, value-added products or services that are difficult to replicate with a clear, ROI-based value proposition and are led by outstanding management teams.*



### Vertical Software

*We invest in companies that provide software to niche vertical markets. These companies have a deep understanding of their customers' unique needs and an offering that is difficult for competitors to replicate.*



### Opportunistic Investments

*Permanent capital and a deep history of investing across industry segments. Allows us great latitude in pursuing opportunities that may not fall into one of our core defined sectors but are otherwise attractive investments.*

**STRATEGIC**  
LEADERSHIP

**CREATING**  
VALUE

**OPERATIONAL**  
EXCELLENCE

**NETWORK**  
ACCESS

## INVESTMENT FOCUS

Transaction Type	Revenue (Vertical Software)	EBITDA (Products & Services)	Initial Investments
Buyout	~\$5 – \$20M	~\$5 – \$30M	~\$25 – \$150M
Growth Equity	~\$5 – \$20M	~\$5 – \$30M	~\$25 – \$150M

**BILLIONS**  
INVESTED

**DECADES**  
OF EXPERIENCE

**HUNDREDS**  
OF COMPANIES

## SELECT CURRENT INVESTMENTS

 <b>Ledgebrook</b>	2024	A tech-enabled E&S MGA looking to provide the fastest, easiest quoting experience to wholesale brokers while delivering best-in-class pricing and risk selection via a next-gen tech stack.	Vertical Software
 <b>PROKEEP</b>	2024	A purpose-built SaaS solution for distributors to communicate with contractor customers across any channel (SMS text, email, fax, chat).	Vertical Software
 <b>QUANTIFIND</b>	2024	An AI company that provides software as a service to discover, investigate, and report entity risk as an indicator of potential financial risk, financial crime, and money laundering.	Vertical Software
 <b>schoolinks</b>	2024	A modern college and career readiness software platform that supports K-12 districts and students through all aspects of post-secondary planning.	Vertical Software
 <b>VisionSafe</b>	2024	Leading provider of highly engineered aircraft cockpit smoke displacement systems for use on business, cargo, passenger, government, and other aircraft.	Industrial Products & Services
 <b>Accredible</b>	2023	Leading digital credentialing platform that securely issues, manages, tracks and verifies over 75 million career-advancing credentials globally for leading associations and institutions.	Vertical Software
 <b>HDHILLS DISTRIBUTION</b>	2023	Premier distributor of residential HVAC and plumbing equipment, parts and supplies.	Industrial Products & Services
 <b>LineLeader</b> By ChildcareCRM	2023	Offers robust CRM and CMS solutions purpose-built for childcare centers.	Vertical Software
 <b>EXIGENT</b>	2022	Provider of mission-critical repair, maintenance and replacement services to large facility operations for education, healthcare, industrial, government and commercial customers.	Industrial Products & Services
 <b>Princeton TMX</b> Simplifying Transportation Through Technology	2022	Cloud-based transportation management system that automates, streamlines and optimizes transportation transactions for shippers.	Vertical Software
 <b>QUALITY VALVE</b>	2022	Leading brand agnostic distributor of OEM replacement and repair parts for safety, relief, back pressure and control valves.	Industrial Products & Services
 <b>goodleap</b>	2020	Market leading point-of-sale platform for financing sustainable home solutions. The Stephens Group invested through its affiliation with WestCap Group, LLC.	Opportunistic
 <b>IMA</b>	2020	Leading P&C focused insurance brokerage with a specialization in niche and complicated customer end-markets.	Opportunistic
 <b>Kele</b>	2020	Leading distributor of commercial and industrial automation products and controls solutions.	Industrial Products & Services
 <b>StubHub viagogo</b>	2020	World's leading marketplace for live event ticketing. The Stephens Group invested through its affiliation with WestCap Group, LLC.	Opportunistic
 <b>Revolution</b> BELIEVE IN BETTER PLASTICS	2019	Leading provider of sustainable, closed-loop plastic products serving a wide variety of agricultural, consumer and industrial markets.	Industrial Products & Services
 <b>PEARLMAN GROUP</b>	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.	Industrial Products & Services