

# Building \$1B+ Future Market Leaders

AEA Enterprise is AEA Investors' lower middle market private equity strategy, backing best-in-class founders and management teams to grow what makes their businesses great

## Investment Criteria

### INDUSTRY

Industrials, Consumer, Services;  
Deep Sub-Sector Expertise

### COMPANY SIZE

EV: < \$400 Million  
EBITDA: \$5 - \$40 Million

### GEOGRAPHY

North America & Europe

### EQUITY CHECK<sup>2</sup>

\$50 - \$250 Million

## Staying Focused on Our Strike Zone

- Investing in large, fragmented markets
- Partnering with proven management teams
- Driving value creation optionality
- Generating strong ROIC and free cash flow

### Representative Investments<sup>1</sup>



## STRATEGIC DIFFERENTIATORS



### ENTREPRENEURIAL PRINCIPLES

- Back talented leaders that have the vision and ambition to build a market leader
- Identify standout businesses with disruptive models that are better serving customers



### EXECUTIVE PARTNERS

- Unique sourcing engine unlocks proprietary deal flow with companies "not for sale"
- Mitigate investment risk with longer relationships and early collaboration on the value creation plan
- 2/3rds of platforms have Executive Partner involvement



### EMPLOYEE PARTNERSHIP

- Operationalize and scale elite collective behavior within our portfolio companies
- Position companies as both an 'employer and acquirer of choice'
- Implement deep employee ownership programs to engage and retain top talent

Successfully executed strategy for 20+ years and across ~50 platform investments

For more information about AEA Enterprise, visit [www.aeainvestors.com/enterprise](http://www.aeainvestors.com/enterprise)  
New York | Jacksonville | Stamford | San Francisco | London | Munich | Shanghai

<sup>1</sup>The investments shown above are illustrative of AEA Enterprise's investment strategy and do not represent all investments made by AEA Enterprise. A full list of investments is available upon request or can be found [here](#).

<sup>2</sup>Equity check may include co-investment.

These materials do not constitute an offer to invest in any security or fund in any jurisdiction.

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## Risk Factors for Pooled Investment Vehicles

### PRIVATE EQUITY FUNDS

Please keep the following general risks in mind when investing in illiquid private equity funds:

- **Illiquidity.** An investment in a private equity fund involves significant risks and will be illiquid on a long-term basis. Investors should therefore evaluate such risks and be capable of bearing such risks, including that an investor may lose their entire investment.
- **Lack of Current Distributions.** Private equity managers typically take several years to invest a fund's capital. Investors will not realize the full benefits of their investment in the near term and there will likely be little or no near-term cash flow distributed by a private equity fund during its commitment period.
- **Fees and Expenses.** Private equity funds are subject to significant fees and expenses, including management fees and carried interest in the net profits generated by the fund paid to the manager (or similarly situated party). Private equity fund investments are affected by complex tax considerations.
- **Concentration of Investments; Leverage.** Private equity funds may make a limited number of investments, and such investments generally will involve a high degree of risk and may utilize significant leverage. In addition, funds may make minority investments where the fund may not be able to protect its investment or control or effectively influence the business or affairs of the underlying investment. The performance of a fund may be substantially adversely affected by a single investment. Private equity funds may be less transparent than public investments and private equity fund investors are afforded less regulatory protections than investors in registered public securities. There may be a lack of sufficient investment opportunities for the fund.
- **Uncertain Market Conditions.** The state of the private equity industry, generally, and the success of the fund's investment activities, specifically, will be affected by general economic and market conditions, as well as by changes in laws, currency exchange controls, and U.S. and global political and socioeconomic circumstances. Such factors are unpredictable and cannot be controlled by the manager.
- **Default.** Private equity fund investors are subject to periodic capital calls. Failure to make required capital contributions when due will cause severe consequences to the investor, including possible forfeiture of some or all investments in the fund made to date.
- Past performance is not indicative of future results.

The above risks, and additional risks associated with an investment in the private equity fund described herein, are not a substitute for reviewing the more extensive risk and conflicts disclosures included as part of the applicable fund's confidential private placement memorandum (as amended, supplemented or otherwise modified from time to time) and other governing documents.

The list above is not exhaustive and prospective investors are encouraged to review these closely.