

## OVERVIEW

- 4<sup>th</sup> generation family office founded in 1912
- Build and Hold strategy that drives growth via customer focus and continuous improvement
- Permanent capital with long-term investment horizon
- History of add-on acquisitions to expand geographic presence and product lines
- Portfolio companies have combined revenues of \$1.2 billion and employ 1,500 people globally

## INVESTMENT CRITERIA

- Prefer manufacturers of proprietary products, supply chain service providers and value-added distributors
- EBITDA between \$2 and \$10+ million
- Industries with high growth segments
- Fragmented industries with diversified customer and supplier bases
- Prefer majority positions, will consider minority opportunities

## INVESTMENT FOCUS



Distribution &  
Supply Chain  
Services



Light  
Manufacturing



Transportation  
& Logistics



Environmental  
Products &  
Services



Other Asset-  
Light Industries

## CURRENT PLATFORM COMPANIES



Acquired 2010

Non-asset based freight forwarder and supply chain management services provider offering customized global logistics solutions



Acquired 2018

Manufacturer of performance-improving composite components for various end markets such as construction, agriculture, medical, etc.



Acquired 2023

Provider of highway and traffic safety solutions including Maintenance of Traffic services as well as rentals of all temporary traffic control devices

## CURRENT MINORITY INVESTMENTS



ULTIMED

Manufacturer of drug injection devices for human diabetes, veterinary diabetes and medical surgical markets (Acquired 2014)



Provides bulk transport services with a focus on the Great Lakes (Acquired 2018)



Full-service railroad services including maintenance-of-way, vegetation management and emergency response services (Acquired 2021)



Supplier of sanitary stainless steel tubing/pipes, valves and fittings to food and beverage process industries (Acquired 2022)

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## OPERATIONAL EXPERIENCE & SUPPORT

Deep operational experience across multiple industries allows us to foster cultures of continuous improvement and support strong management teams within our companies.



### EXPERIENCES & RESOURCES

LDI helps bridge any gap by providing consultative services & human resources support



### SALES DEVELOPMENT

We'll assist with identifying growth in existing and emerging markets



### DATA ANALYTICS

Our team helps monitor KPI's to identify trends and develop actions plans



### INCENTIVE PLANS

We provide customized incentive plans tailored to each management team for optimal performance – we believe in sharing the spoils



### STRATEGIC PLANNING

We work together to define what steps move the organization forward



### RISK MANAGEMENT

Chances are we've mitigated the same risks in the past, and we'll know how to help



### PROJECT MANAGEMENT

If there are too many priorities on your to-do list, we'll step up and take a few off your plate








### LEADERSHIP DEVELOPMENT

We believe companies perform best when its leaders have deep resources and are in a cycle of continuous improvement

## WHY LDI?

We are experienced investment partners, working alongside management teams to achieve goals by providing professional talent, support and advice. We believe in teamwork, so LDI provides both capital and operational resources to support operating company initiatives. When you succeed, we succeed.

LDI, Ltd.	vs	Private Equity Funds
Flexible capital structure with future cash available for growth	<b>CAPITAL</b> 	Low flexibility tied to Limited Partner restrictions
Focused on building sustainable, long-term value creation	<b>INVESTMENT HORIZONS</b> 	Focused on making fast returns for outside stakeholders
Over 100 years of experience and success, with stable leadership and ownership	<b>RESOURCES &amp; EXPERIENCE</b> 	Funds operate in a limited timeframe with a revolving set of operators and investors
Optimizes decisions for the long-term financial health of the business	<b>ALIGNMENT</b> 	Makes decisions to enable raising their next fund easier
Smooth transition to family ownership that understands the value of preserving culture	<b>LEGACY &amp; CULTURE</b> 	Countdown to exit begins immediately as capital must be returned to investors

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