

## FIRM OVERVIEW

Norwest Equity Partners. Defined by our core values and company-first philosophy since 1961.

### WHAT WE LOOK FOR

#### Strong and proven management teams

Middle market companies with cohesive management teams. NEP also has deep experience working with founder and family-owned companies, partnering with the existing team to maintain and enhance legacy.

#### Established, scalable business models

Well-run, middle market companies that are leaders within their industry, along with a proven business model which has demonstrated the ability to generate profits.

#### Competitive advantages

Companies with sustainable, unique positions and differentiated products and services within their industry.

#### Diverse industries

Agriculture, business services, consumer, distribution, industrials, energy, healthcare.

#### Investment criteria

### WHAT WE INVEST

- Current fund – NEP X, \$1.6 B
- \$30 MM - \$250+ MM – range of equity investments
- \$50 MM - \$500 MM – typical transaction size
- \$10 MM – preferred EBITDA minimum

### WHAT WE OFFER























#### Creative, flexible transaction structures

Helping companies significantly grow revenue and create jobs over the duration of our investment. With expertise ranging from majority and minority positions, buyouts, recaps, growth financing, and ESOPs, NEP provides efficient tax structures, ready access to capital for add-on acquisitions and junior capital solutions.

#### Shared resources

Driving revenue growth and operational excellence, we connect our portfolio companies to value-add resources and functional expertise.

### CURRENT PORTFOLIO

 <p>Organic acid liquid specialty plant nutrients</p>	 <p>Healthcare consumer and pharmacy products</p>
 <p>Customer experience (CX) technology solutions</p>	 <p>Design and deployment of IT solutions</p>
 <p>Specialty produce distributor</p>	 <p>Bow and archery equipment</p>
 <p>Ski rental, snowboard rental and patio retailer</p>	 <p>Fitness club operator on the East Coast</p>
 <p>Purveyor of style-centric, premium quality eyewear</p>	 <p>Risk-based consulting firm</p>
 <p>Health insurance technology company</p>	 <p>Nutrition school and certification programs</p>
 <p>Technology-focused products and services</p>	 <p>Fitness club operator in Canada</p>
 <p>Producer and marketer of precooked BBQ meats</p>	 <p>Specialty infusion services</p>
 <p>Cranes, winches, and gear drives</p>	 <p>Surgery and anesthesia management software</p>
 <p>Surveying, drafting, and engineering for oil and gas</p>	 <p>Translation and localization solutions</p>
 <p>Translation and localization solutions</p>	 <p>Aviation maintenance, repair and overhaul services</p>