## An Introduction to Platinum Equity

November 2022

Platinum Equity

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# Platinum Equity at a Glance

### **Overview**

Founded in 1995 by Tom Gores, an entrepreneur and business operator

Headquartered in Los Angeles with offices in Boston, Greenwich, New York, London, and Singapore

Highly differentiated investment approach: M&A&O®

- Fully integrated, operations intensive, execution-focused
- Large team of in-house operations specialists

Experienced and stable leadership team

Cycle-tested over more than 25 years

Assets Under Management Acquisitions Since 1995 Portfolio Revenue

~\$36B 400+ \$96E

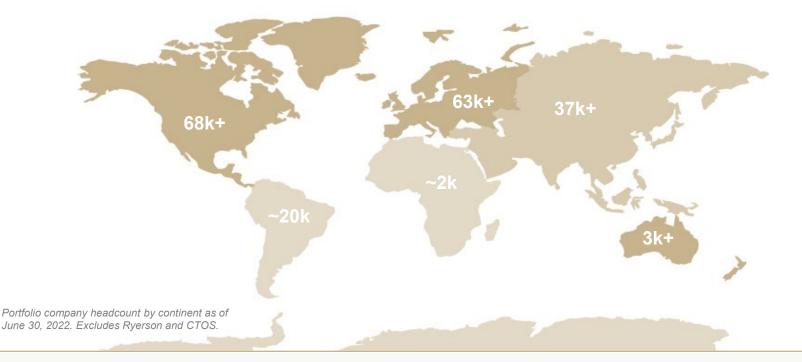
### **Fund History**

Pre-Fund 1995-2004	\$500M+		
Fund   2004 Vintage	\$700M		
Fund II 2007 Vintage	\$2.75B		
Fund III 2012 Vintage	\$3.75B		
Fund IV 2016 Vintage	\$6.5B		
Current Investment VehiclesSmall Cap 2018 Vintage\$1.5BFund V 2019 Vintage\$10B			

Portfolio company revenue as of June 30, 2022. Pre-fund cash invested and Platinum Equity Capital Partners Funds I, II, III, IV and V; and Platinum Equity Small Cap total capital commitments.

## **Broad Expertise and Global Reach**

~50 Portfolio Companies with ~193k Employees Across 6 Continents



### **Industry Agnostic Approach**





## **Investment Criteria**

- Well-positioned in mature markets
- Long-term customers and stable revenue
- Can grow through acquisitions or investment
- Business models with significant variable cost structure
- Ability to drive operational improvements

### A Flexible Investment Style

Investing out of Small Cap and Large Cap funds

Enterprise Value up to

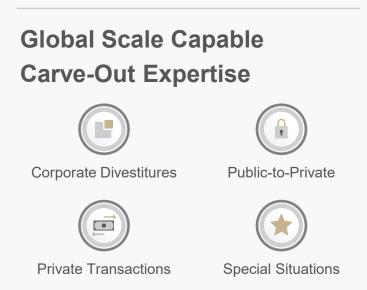
**\$10B** 

Historical Equity Deployments up to

**\$4B** 

Capacity to Write Equity Check up to

\$5B





## **Core Competency**

Acquiring Non-Core Divisions of the World's Largest Corporations





Acquired the Network Power business from Emerson, rebranded as Vertiv. Emerson retained a minority interest in the business.

#### The "O"

- Build on portfolio of product and service offerings for power, thermal, and IT management capabilities.
- Rationalize complex systems landscape inherited through multiple acquisitions.
- Emphasize growth, speed, agility, and profitability.



🜔 awaze

Acquired Wyndham European Vacation Rentals from Wyndham Worldwide. Rebranded as Awaze.

Lifescan

Johnson-Johnson

Acquired LifeScan from Johnson & Johnson for \$2.1 billion.





Acquired Club Car from Ingersoll Rand for \$1.7 billion.

#### The "O"

- Integrate operations of businesses acquired in the past.
- Streamline operations and structures.
- Cross-sell inventory across brands and Europe.

#### The "O"

- Drive share and incremental value from digital data through continued investment in technologies and software.
- Increase online, retail, and Point-of-Care presence in select markets.
- Improve operations and supply chain.

#### The "O"

- Pursue growth opportunities to enhance market position in the consumer and commercial markets.
- Identify strategic partnerships through add-on acquisitions to penetrate new geographies and adjacent markets.
- Execute on various operational improvement opportunities with a focus in technical innovations.

#### Status

Current: Acquired June 2021

**Status** Divested: February 2020

#### **Status** Current: Acquired May 2018

#### Status

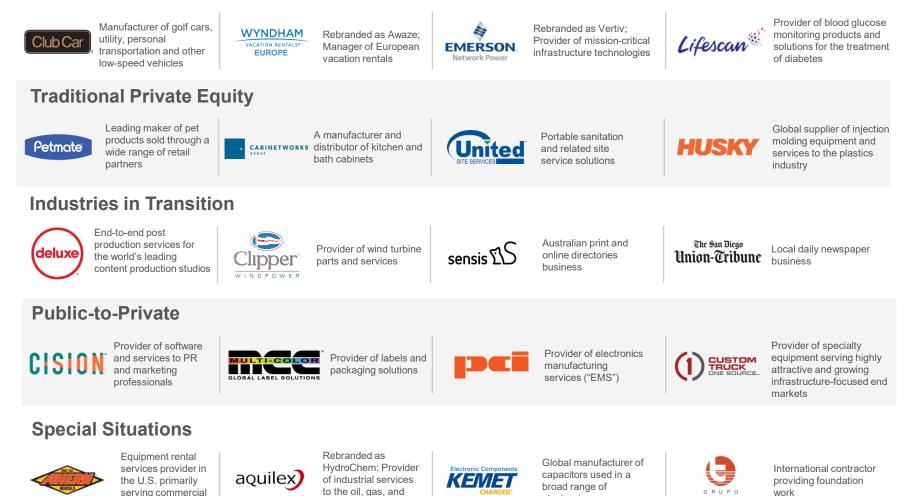
Current: Acquired October 2018

For illustrative purposes; does not represent all transactions of Platinum



## **Creating Value Across Transaction Types**

### Non-Core Divestitures/Complex Carve-Outs



energy industries

For illustrative purposes: does not represent all transactions of Platinum

TERRATEST



contractors

electronics

## The Platinum Difference: M&A&O<sup>®</sup>

At Platinum Equity, the "O" is fully integrated into everything we do.

### People

### It starts with our people – real operators

- Large in-house team with real world industry experience
- They know how to drive change from the ground up
- Hands-on expertise across many functional areas:
  - Manufacturing
  - IT
  - Distribution
  - Supply Chain
  - Procurement
  - Real Estate
  - HR & Benefits
  - Treasury & Cash Management
  - Sales & Marketing
  - Corporate Communications
  - Legal
  - Tax
  - Accounting
  - Technology

### **Process**

### Integration at the root level

- In-house operations specialists dig in from the very beginning
- Unique expertise drives thoughtful diligence and tailored solutions in often complex situations
- Transition planning starts early, ensuring seamless carve-outs
- M&A stays engaged post-close to build enterprise value

### **Operational toolkit**

- Production Rationalization
- CapEx investments to take
  advantage of strategic opportunities
- Cost Reduction
- Restructuring
- Enhancing Revenue Growth
- Pricing Strategy
- Margin Expansion
- Digital Transformation

### Results

## Well-informed, seamless transactions

- Ability to close with speed and certainty
- Understand business operations better
- Find value and opportunities where others do not



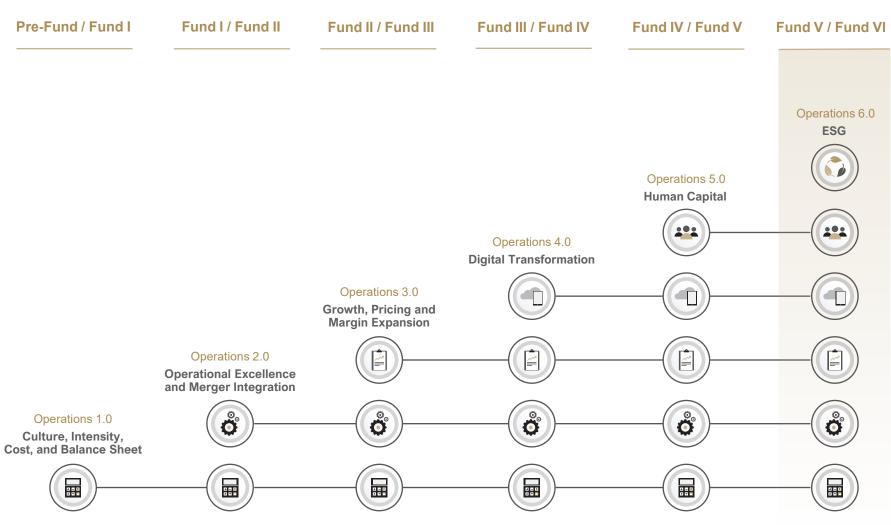
## Differentiated approach to unlocking value

- Apply disciplined operational improvements to build enterprise value
- Collaborate with management to empower them to drive change
- Invest in systems for long-term growth



For illustrative purposes

## **Evolution of the "O" Playbook**



## **Transacting with Industry Leaders**



For illustrative purposes; does not represent all transactions of Platinum

## 75 Deals in 12 Months

### **5** Platform Acquisitions<sup>1</sup>





September 2022

LEADERS Romans GROUP

Leaders Romans Group February 2022



Pelican Products December 2021

#### 8 Divestitures<sup>1</sup> **Urbaser Spanish Water** Indoor Cleaning division **Ball Metalpack** Assets of Ingram Micro Ball IN RAM **Socamex** SIRSA: division (Urbaser) (Urbaser) Metalpack January 2022 April 2022 August 2022 July 2022 PCI Orbit Sigura ( Orbit November 2021 November 2021 November 2021 Sigura

For illustrative purposes. Reflects deals signed or closed November 1, 2021–October 31, 2022.

<sup>1</sup>Total acquisitions and divestitures reflect the sale of USS by Platinum Equity Capital Partners IV and the acquisition of USS by Platinum Equity Continuation Fund, L.P.



## 75 Deals in 12 Months (contd.)

### 62 Add-on Acquisitions

Arrow International Automatic Machine Services Roy Bingo Supplies Inc.

#### Awaze

1000Villas Bugan Villas Ltd Coin Secret / Anaka SAS Cornwall Cottages Croatia Luxury Rent Die Feriehaus Ecolbiza SL Istria Home Mylstria Samsø Feriehusudlejning Sandy Blue Lda

Biscuit International Continental Bakeries

BlueCrest Window Book, Inc

**Cision** Paladin Software Streem

Club Car Garia Inc

Custom Truck One Source Northshore Gro

#### Deluxe

Éclair Theatrical Services Creative Sound Concepts Inc. **De Wave** FCR Finland Mobile Line Srl Tecnavi

Ingram Micro BRLink Keenondots B.V.

L&R Distributors SJ Creation, Inc.

LRG ACORN (Holdings) Ltd. GCS Estate Management Ltd\* Hose Rhodes Dickson Ltd. Northfields Holdings Limited SPL Property Management LLP

Mad Engine Fortune ScreenPrinting

McGraw Hill Achieve 3000

Multi-Color Skanem

Pelican HVB Kunststofftechnik GmbH

PGS Stone Source

**Sigura** Solenis

#### Solenis

Clearon Corp. Neu Kimya A.S. Confidential\*

SVP Jaguar International Corporation Hanoi

**TruckPro** Denali Drivelines Drivelines NW San Loma Inc\*

#### Urbaser

Ecoambiental Activa de Colombia Reciclados Palancia Belcaire\* Wastewise Holdings Limited

#### USS

All Cal Services American Portables Services Clear Water Recycles Edmunds Emil Norsic & Son Florida Fence Rental Metro Studio Services, Inc. Miller & Company Portable Toilet Service, Inc. Mr. Flush Sonco Southwest Site Services Throne to Go, LLC

Unical CCR

Yak Access D-B Galloway Construction

### **Featured Add-Ons**

Α

Solenis – Clearon Corp September 2022

J A R I

Club Car – Garia Inc June 2022

Urbaser – Wastewise

**Holdings Limited** 

Mav 2022

Streem

Cision – Streem March 2022

Achieve3000°

McGraw Hill – Achieve 3000 November 2021



Sigura – Solenis November 2021

\*Pending For illustrative purposes.



## **Select Activity Highlights**

### **Acquisitions**



## 

### \$4.2B Purchase Price

Business Services Acquisition from China Tianying Inc October 2021

### \$7.2B Purchase Price

Technology Divestiture from HNA Technology Co July 2021



#### \$4.5B Purchase Price

Education Services Acquisition from funds

managed by affiliates of Apollo July 2021



### Small Cap Fund Acquisition

Food & Beverage Private Transaction March 2020

### **Divestitures**



#### Sold to Husqvarna Group

Consumer November 2021



#### Sold to Clearlake Capital Group Building Products December 2020



#### Listed on the NYSE

Technology February 2020



### Sold via Merger to SPAC

Business Services February 2020

For illustrative purposes

The portfolio companies identified here are indicative of recent transactions that Platinum Equity has made and examples of companies it seeks to acquire. For an exhaustive list of all of Platinum Equity's portfolio companies please see slides 14 to 22.



## **Our Current Portfolio**

It should not be assumed that Platinum's investments in the portfolio companies included herein have been or will be profitable. Some portfolio companies have been invested in by multiple Platinum funds, and the actual holdings may vary for each Platinum fund. For a list including past Platinum investments, please contact Platinum.

Platinum Equity?

Company	Overview		Description
ARROW	Transaction Type: Industry: Acquisition Date:	Private Transaction Manufacturing December 2020	A leading manufacturer and distributor of pull tabs, electronic pull tabs, bingo products and electronic bingo devices for charitable organizations.
<b>aventiv</b> TECHNOLOGIES	Transaction Type: Industry: Acquisition Date:	Private Transaction Business Services November 2017	Comprises three business lines for government payments and corrections services that operate independently under the Aventiv corporate umbrella: Securus Technologies, JPay, and AllPaid.
() awaze	Transaction Type: Industry: Acquisition Date:	Divestiture from Wyndham Worldwide Hospitality May 2018	One of the largest managers of holiday rentals in Europe, Awaze has more than 110,000 units in over 600 destinations in more than 25 countries. The business operates more than two dozen local brands, including cottages.com, James Villa Holidays, Landal GreenParks, Novasol, and Hoseasons.
BISCUIT	Transaction Type: Industry: Acquisition Date:	Private Transaction Food and Beverage February 2020	A leading European manufacturer of private label sweet biscuits, including traditional biscuits and a growing portfolio of products for consumers with specific dietary requirements.
© Bluecrest	Transaction Type: Industry: Acquisition Date:	Divestiture from Pitney Bowes Business Services July 2018	Acquired Pitney Bowes's Document Messaging Technologies (DMT) production mail business and supporting software for \$361 million. A global leader in enterprise print, mail, and customer communications solutions to a variety of industries and end-markets.
BROADWAY INDUSTRIAL GROUP LIMITED	Transaction Type: Industry: Acquisition Date:	Divestiture from Broadway Industrial Group Manufacturing December 2016	Acquired the Broadway Foam Plastics Solutions business along with Compart Flow Control Devices. Broadway is a supplier of protective packaging solutions, insulation, and component products.



Company	Overview		Description
• CABINETWORKS	Transaction Type: Industry: Acquisition Date:	Private Transaction Building Products May 2021	The largest independently owned manufacturer and distributor of kitchen and bath cabinets in the United States under the nation's leading brands, including: KraftMaid, Medallion, Smart, Merillat, Yorktowne, Echelon, and more.
centerfield	Transaction Type: Industry: Acquisition Date:	Private Transaction Technology December 2019	Provider of technology-driven, digital performance marketing solutions to drive lead generation and end-to-end customer acquisition.
CISION	Transaction Type: Industry: Acquisition Date:	Public-to-Private Technology January 2020	Acquired for approximately \$2.7 billion, Cision is a leading global provider of software and services to public relations and marketing communications professionals.
Clipper <sup>®</sup>	Transaction Type: Industry: Acquisition Date:	Divestiture from United Technologies Natural Resources August 2012	Provider of wind turbine com ponents and services. Total installed base of over 700 Clipper turbines at customer sites in the U.S. and Mexico.
Club Car <sub>®</sub>	Transaction Type: Industry: Acquisition Date:	Divestiture from Ingersoll Rand Transportation & Mobility June 2021	Acquired for approximately \$1.7 billion, Club Car is a global manufacturer of golf cars, utility, personal transportation and other low-speed vehicles, including all-electric models, and related aftermarket parts and services
CUSTOM TRUCK ONE SOURCE.	Transaction Type: Industry: Acquisition Date:	Public Transaction Specialty Equipment Rental & Sales April 2021	A \$2.5 billion combined enterprise value of Nesco Holdings and Custom Truck One Source (CTOS) . CTOS is a leading providers of specialized truck and heavy equipment solutions, including rental, sales and aftermarket parts and service.



Company	Overview		Description
data elogistics	Transaction Type: Industry: Acquisition Date:	Divestiture from Multiple Sellers IT Services October 2001	Processes freight bills, mines data, and consults on logistics of the global freight market.
DCA SERVICES	Transaction Type: Industry: Acquisition Date:	Divestiture from WorldCom Telecom March 1997	Provides billing and back-office outsourcing services to telecommunications carriers, resellers, agents, and service providers.
	Transaction Type: Industry: Acquisition Date:	Private Transaction Industrials October 2019	A marine contractor that specializes in cruise ship interiors, providing both new build and refit services to ship builders and cruise operators.
deluxe	Transaction Type: Industry: Acquisition Date:	Divestiture from Deluxe Entertainment June 2020	A leading provider of end-to-end post production services for the world's leading content production studios.
<b>R</b> Electro Rent	Transaction Type: Industry: Acquisition Date:	Public-to-Private Equipment Rental August 2016	Acquired Electro Rent Corporation for approximately \$382M. Equipment rental company providing electronic test and measurement equipment to customers in the U.S., Europe, and Asia.
Elevate Textiles <sup>.</sup>	Transaction Type: Industry: Acquisition Date:	Multiple Diversified Industrials October 2016	Diversified manufacturer of textiles with operations in the U.S., Mexico, and China. Rebranded from International Textile Group following acquisition of American & Efird.

Company	Overview		Description
FANTINI GROUP FARNESE	Transaction Type: Industry: Acquisition Date:	Private Transaction Food and Beverage March 2020	Fantini Group Vini acquires grapes from local farmers, oversees production and markets wines under specialty labels to customers internationally.
GAMETACO ويتحدث	Transaction Type: Industry: Acquisition Date:	Private Transaction Interactive Entertainment May 2021	A premier skill-based mobile gaming platform that joins gamers from around the world to play and compete in tournaments.
HUNTERSTOWN POWER GENERATION STATION	Transaction Type: Industry: Acquisition Date:	Private Transaction Natural Resources June 2018	Hunterstown is an 810 MW natural gas-fired, combined-cycle power plant built in 2003 and located in the PJM region. Produces and sells electric energy, capacity, and ancillary services to the wholesale power generation sector.
HUSKY	Transaction Type: Industry: Acquisition Date:	Private Transaction Diversified Industrials March 2018	Acquired for \$3.85 billion, Husky is a global supplier of injection molding equipment and services to the plastics industry. A leading provider of PET systems, aftermarket tooling, medical molds, and specialty closure molds.
IBERCONSA	Transaction Type: Industry: Acquisition Date:	Private Transaction Food and Beverage May 2019	Global provider of frozen seafood products, including hake, Argentine red shrimp and squid. The company is vertically integrated across the full value chain, including wild catch, processing, commercialization and distribution.
in <u>co</u> ra <sup>*</sup>	Transaction Type: Industry: Acquisition Date:	Private Transaction Aerospace, Defense & Government Services October 2017	A leading global aerospace and defense supply chain service provider. Pattonair merged with Wesco Aircraft and the combined company now operates as Incora.



Company	Overview		Description
	Transaction Type: Industry: Acquisition Date:	Divestiture from HNA Group Technology July 2021	Acquired for \$7.2 billion, Ingram Micro is the world's largest provider of technology logistics services and solutions. Ingram Micro enables business partners to operate more efficiently through its vast global infrastructure and focus on cloud, mobility, technology lifecycle, supply chain and technology solutions.
Jostens	Transaction Type: Industry: Acquisition Date:	Divestiture from Newell Brands Consumer December 2018	Acquired for approximately \$1.3 billion, Jostens is a provider of yearbooks, publications, jewelry and consumer goods that serve the K-12 educational, college and professional sports segments.
R	Transaction Type: Industry: Acquisition Date:	Private Transaction Distribution June 2020	A national wholesale distributor of cosmetics and general merchandise.
LEADERS ROMANS GROUP	Transaction Type: Industry: Acquisition Date:	Private Transaction Business Services February 2022	One of the UK's largest property services firms specializing in residential property lettings, sales and associated professional services, including planning and surveying.
Lifescan	Transaction Type: Industry: Acquisition Date:	Divestiture from Johnson & Johnson Healthcare October 2018	Acquired from Johnson & Johnson for approximately \$2.1 billion, LifeScan is a provider of blood glucose monitoring products and solutions for the treatment of diabetes.
	Transaction Type: Industry: Acquisition Date:	Private Transaction Business Services April 2019	An international trade-services firm which specializes in customs brokerage, freight forwarding and trade consulting. It is Canada's largest customs broker and the third-largest entry filer in the United States.



Company	Overview		Description
	Transaction Type: Industry: Acquisition Date:	Private Transaction Business Services December 2020	A full-service, global apparel and accessories company that creates, designs, produces and distributes a full range of licensed, private label and branded products
Mc Graw Hill	Transaction Type: Industry: Acquisition Date:	Private Transaction Education Services July 2021	Acquired for approximately \$4.5 billion, McGraw Hill is a top provider of educational materials in both Higher Education and K-12 markets, and leading content provider in medical, technical and business professional training
ENDC	Transaction Type: Industry: Acquisition Date:	Private Transaction Distribution March 2021	One of the largest master distributors in healthcare and serves as an essential intermediary between medical supply manufacturers and a highly-fragmented base of regional and specialty distributor customers.
OREGON TOOL	Transaction Type: Industry: Acquisition Date:	Private Transaction Industrials October 2021	A leading global manufacturer and distributor of professional- grade consumable parts and attachments used in forestry, lawn and garden, agriculture, and concrete cutting applications.
	Transaction Type: Industry: Acquisition Date:	Private Transaction Building Products April 2021	A leading importer and distributor of premium porcelain tile and luxury vinyl tile used primarily in remodel and replacement projects by both residential and commercial end users.
PELICAN	Transaction Type: Industry: Acquisition Date:	Private Transaction Industrials // Healthcare December 2021	A global leader in the design and manufacturing of high- performance protective cases and rugged gear for professionals and outdoor enthusiasts, and temperature-controlled supply chain solutions for the healthcare industry.



Company	Overview		Description
Petmote	Transaction Type: Industry: Acquisition Date:	Private Transaction Consumer September 2021	A leading maker of pet products sold through a wide range of retail partners.
Pearl Engineered Solutions	Transaction Type: Industry: Acquisition Date:	Private Transaction Diversified Industrials April 2015	Purchased as Ying Shing from the founder. Vertically integrated manufacturer of plastic injection molded and metal stamping components. Rebranded as Pearl Engineered Solutions.
	Transaction Type: Industry: Acquisition Date:	Public-to-Private Metals & Mining October 2007	Processes, fabricates, and distributes metal sheet, coil, plate, and long products through service centers in North America and China. IPO'd in August 2014.
SOLCUIS.	Transaction Type: Industry: Acquisition Date:	Private Transaction Chemicals November 2021	Acquired Lonza's water care business for \$630 million in February 2019. Rebranded as Sigura. In November 2021, Sigura merged with Solenis for a total combined transaction value of approximately \$6.5 billion. Solenis is a leading global producer of specialty chemicals, focused on delivering sustainable solutions for water-intensive industries.
SVP WORLDWIDE singer' viking' pfaff'	Transaction Type: Industry: Acquisition Date:	Private Transaction Consumer July 2021	A leading global sewing machine and accessories company. SVP Worldwide accounts for more than one out of three consumer sewing machines sold worldwide through three iconic brands: SINGER®, VIKING®, and PFAFF®.
TruckPro	Transaction Type: Industry: Acquisition Date:	Private Transaction Distribution October 2019	A leading distributor of heavy-duty truck and trailer products, and provider of advanced repair services.



Company	Overview		Description
	Transaction Type: Industry: Acquisition Date:	Private Transaction Aerospace August 2021	One of the largest suppliers of new and used serviceable material for the global aerospace industry.
United	Transaction Type: Industry: Acquisition Date:	Private Transaction Industrial Services August 2017	A leading provider of portable sanitation and related site service solutions in the United States.
urbaser	Transaction Type: Industry: Acquisition Date:	Private Transaction Business Services October 2021	Acquired for approximately \$4.2 billion, Urbaser is a leading global environmental management company oriented towards sustainability and innovation
valpak	Transaction Type: Industry: Acquisition Date:	Divestiture from Cox Media Group Media December 2016	One of the nation's largest direct marketing service providers, reaching more than 100 million consumers through Valpak household mailers.
winc.	Transaction Type: Industry: Acquisition Date:	Divestiture from Staples, Inc. Business Services April 2017	A leading B2B distributor of office products in Australia and New Zealand. Rebranded as Winc.
YAK	Transaction Type: Industry: Acquisition Date:	Corporate Divestiture Industrials July 2018	Provides temporary access mat solutions to remote construction sites, primarily serving the oil/gas (pipeline) and powerline sectors in the U.S. that enable the navigation of difficult terrain and mitigation of environmental disruption, particularly in federally protected wetland.



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