

Firm Overview

Carr's Hill Partners is a lower middle-market private equity firm that provides equity capital and expertise to industrial technology and services companies. Based in New Orleans, we invest throughout North America with a focus in the U.S. Gulf Coast region. Our team brings the experience and learnings from over 40 private investments, further supported by a cultivated network of both formal and informal partners and executives who are experts in their fields. We aim to provide much more than capital, bringing operational resources to help management partners develop into market leaders and create a foundation for exceptional growth.

Why Partner with Carr's Hill?

Hands-On Approach

We play an active role, and lead with our capabilities across operations, M&A, commercial relationships, and managerial topics

Sector Expertise

With the experience of over 40 private investments, our team has a long history of investing in and supporting the growth of high-quality businesses throughout the industrial sector

Strong Alignment

We treat entrepreneurs as partners and are personally invested in each opportunity, providing for great alignment of priorities with management equity holders

Our Strategy

Industrial Technology & Services

- Mission critical services that need to be carried out at regular intervals
- Asset-light, capital-efficient business models, ability to perform through cycles with low capex
- Highly technical work with favorable gross margin dynamics
- Add-on acquisitions of complementary services increases share of client wallet

Lower Middle-Market

- Large universe of proven, small-cap companies with limited access to capital looking for a true partner
- Opportunity to bring sophistication and succession stability to otherwise great organizations
- Less competition for an abundance of overlooked and non-obvious businesses
- Niche, highly fragmented subsectors

Investment Criteria

- **Sector Focus:** Industrial Technology & Services
- **EBITDA:** \$3M to \$15M
- **Equity Investment:** \$5M to \$30M
- **Geography:** Target the U.S. Gulf Coast, ability to invest throughout North America
- **Management:** Proven team with entrepreneurial spirit, willingness to reinvest into company's future
- **Market Position:** Defensible barriers to entry, competitive business dynamics
- **Sector Trends:** Differentiated service offering in an established market niche, sector exhibits long-term growth trends

Targeted End Markets

- Transportation Services (Marine, Road, Rail)
- Soft Crafts (Scaffold, Insulation, Refractory)
- Water Treatment / Services / Consumables
- Industrial Hygiene
- Equipment Rental
- Infrastructure Services
- Predictive Maintenance
- Quality Inspection & Assurance
- Specialized Waste Management
- Data Capture and Analysis

Carr's Hill Team

H. David de Laureal, *Managing Partner*
(504) 334-8753
david@carrshillpartners.com

Travis Rachal, *Head of Business Development*
(504) 334-8754
travis@carrshillpartners.com

Michael Gude, *Associate*
(504) 334-8741
michael@carrshillpartners.com

Our Portfolio

We focus on lower middle-market industrial technology and services companies led by entrepreneurial managers, operate in sectors we know well with long-term growth trends, and provide opportunities for us to materially influence the trajectory of the business.

Current

AXIS Industrial Services, LLC



Multi-craft industrial contractor specializing in scaffolding, insulation, painting, and other soft-crafts services to numerous petrochemical, midstream, refinery, and other processing facilities.

www.axisindsvcs.com

Currently seeking add-on acquisitions for AXIS, with the following characteristics:

- Services: Refractory, Hydro Blasting, Scaffolding, Insulation, Coatings, Heat Tracing, other Soft Crafts
- EBITDA: \$1M to \$15M
- Geography: North America

Realized

Gates Fuel Services, LLC



Full-service provider of fuel and related services to the North American marine transportation sector.

www.gatesfuelservices.com