

LATIKER CAPITAL FUND I, LLC

According to the National Minority Supplier Development Council (NMSDC), Fortune 500 companies spend \$125 billion with Minority Business Enterprises (MBEs) on an annual basis. However, the desired spend level is approximately \$938 billion or 15 percent of the total spend. Latiker is a search fund created to identify, acquire and operate private companies that will help Fortune 500 companies meet their MBE spend mandates. Our leaders are executing a “Buy, Build & Harvest” strategy across select segments of the energy industry to create a **Tier 1 MBE** that creates wealth for owners, investors and employees.

Our approach to creating value is simple: (1) We **identify** companies for acquisition by leveraging our proprietary network of owners, executives and advisors; (2) We **seek partnerships** with select corporations to identify companies in their supply chain that fit our acquisition criteria; (3) We **grow** the acquired businesses by leveraging Supplier Diversity & ESG mandates, operational scale and human capital.

A WINNING PLAYBOOK: Build a Tier 1 Minority Business Enterprise (MBE) that helps energy companies become Supplier Diversity & ESG Leaders.

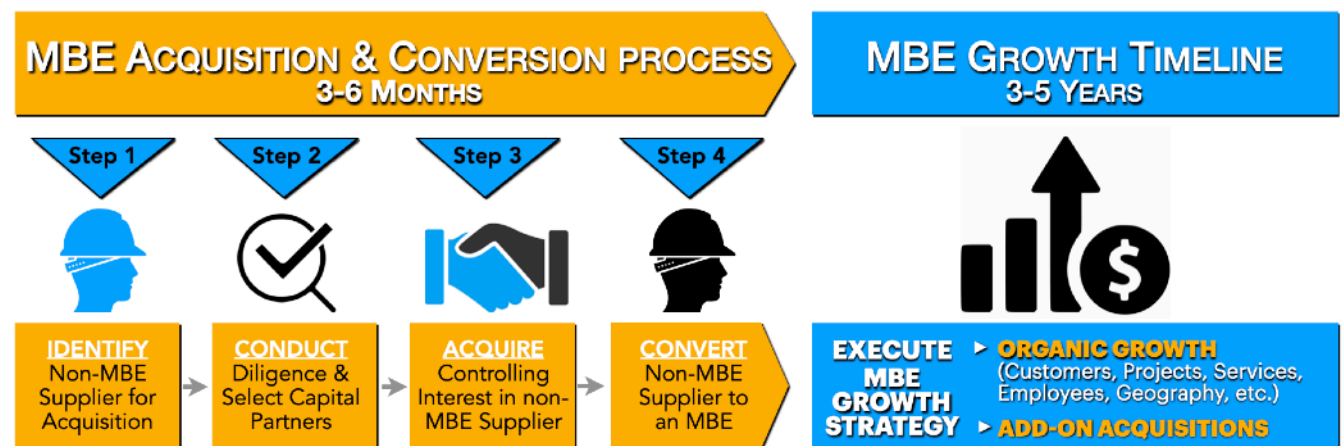


ENVIRONMENTAL, SOCIAL & GOVERNANCE (ESG) IMPACT - Latiker’s MBE Supplier Conversions and S.O.A.R. System helps client companies achieve transformational ESG results related to equity and inclusion.

- ▶ Provides wealth creation opportunities for “Black & Brown” MBE owners and employees
- ▶ Supports “Black & Brown” community development through increased MBE spend & job creation
- ▶ Promotes the development of diverse minority talent within MBE organizations

MBE SUPPLIER CONVERSIONS - Latiker targets non-MBE suppliers for acquisition that have proven scale capabilities and already serve Fortune 500 clients. We seek MBE certification of the company post acquisition.

- ▶ Provides exit/liquidity option for non-MBE owners
- ▶ Creates a large Tier 1 MBE with proven scale capabilities
- ▶ Recognition of new MBE spend upon certification of newly acquired business (typically 90 days)







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MBE S.O.A.R. SYSTEM™ - Latiker partners with select companies to increase the number, size & capability of diverse suppliers. The proprietary **S**trategic **O**pportunities, **A**ssessment & **R**esources System helps companies achieve supplier diversity goals.

- ▶ Increases the **total number** of diverse suppliers with scale capabilities
- ▶ Increases the **average size** of diverse suppliers to help sustain their presence in the supply chain
- ▶ Increases the operational and delivery **capabilities** of diverse suppliers

BUSINESS ACQUISITION FOCUS

We Partner With Business Owners To Create Value

1	2	3	4
FOUNDERS/ ENTREPRENEURS	FINANCIAL SPONSORS	CORPORATE DIVESTITURES	MINORITY BUSINESS ENTERPRISES
			
<ul style="list-style-type: none"> ▶ BUSINESS EXIT ▶ LIQUIDITY ▶ BUSINESS GROWTH ▶ SUCCESSION PLANNING 	<ul style="list-style-type: none"> ▶ BUSINESS EXIT ▶ BUSINESS GROWTH ▶ ESG INVESTMENT MANDATES 	<ul style="list-style-type: none"> ▶ BUSINESS EXIT ▶ LIQUIDITY ▶ BUSINESS GROWTH 	<ul style="list-style-type: none"> ▶ BUSINESS EXIT ▶ LIQUIDITY ▶ BUSINESS GROWTH ▶ SUCCESSION PLANNING

Target Company Profile

- ▶ **REVENUE: \$25 - \$250 million**
- ▶ **EBITDA: \$5 - \$25 million**
- ▶ Strong management team
- ▶ Business critical services
- ▶ Existing Fortune 500 clients
- ▶ Large addressable market
- ▶ Excellent "buy and build" potential
- ▶ Significant recurring revenue

Desired Company Offerings

- ▶ Construction & Maintenance Materials
- ▶ Demolition & Wrecking Services
- ▶ Electrical & Instrumentation Services
- ▶ Engineering, Procurement & Construction
- ▶ Inspections, HSE & Integrity Management
- ▶ Operations & Maintenance Services
- ▶ Specialty Manufacturing
- ▶ Specialty Parts & Services
- ▶ Specialty Welding Services
- ▶ Tech-Enabled L&D Certification
- ▶ Technical Staffing & Project Management
- ▶ Technical Trade Schools
- ▶ Transportation & Logistics
- ▶ Turnaround Services
- ▶ Vegetation Management

