

BRIDGE

About Bridge

Founded in 2003, Bridge Industries has successfully acquired and grown engineered product manufacturers using a patient, long-term growth strategy. We work closely with management teams to develop a strategic framework for increased organic growth and targeted acquisitions. We invest in and support our people, and firmly believe that they are our most valuable asset. Our businesses do not become part of a massive portfolio with a committee making decisions about future investment or sale. We often work with selling families or entrepreneurs that seek a partner to maintain and extend their strong company reputation. We were formed to "Bridge" a seller to their next phase, which may include transition to retirement, family succession, or simply de-risking and liquidity.

Investment Criteria

- Sales: \$10-75M
- Operating income: 10% or higher
- Equity investment up to \$15M
 - above \$15M with institutional partners

Portfolio Companies



Acquired in 2013. Energy infrastructure company – storage systems.

<https://www.transtechenergy.com>



Add-on 2020 TransTech Energy. Heat exchangers, tanks, reactors.

<https://www.bendelcorp.com>



Add-on 2014 TransTech. Energy Infrastructure-tank fabrication.



Acquired by Bridge in 2005 and sold in 2012. Energy equipment company.



Acquired by Bridge in 2004 and sold in 2016. Energy upstream equipment company.



Bridge Differentiators

- Holding company structure with long term growth objective and no outside limited partners dictating hold periods and strategy.
- Experienced management team with decades of manufacturing knowledge operating in close partnership with portfolio companies.
- Good partner for family business transitions, management team buyouts, or corporate divestitures needing support structure without high overhead.



Acquisition Process

- Quick and efficient acquisition process
- Management team equity and options
- Partnership to develop and implement strategic plan
- Hands-on approach working with management
- Work closely with brokers and bankers



Target Company Characteristics

- Engineered component companies in industries with high market barriers
- Proprietary product, process, or materials
- Fragmented industry — global opportunities
- Diverse customer base
- Strong management team
- History of internal growth

Industries



Manufacturing



Energy



Controls



Aerospace & Defense



Fluid Power



Heavy Equipment