



BURKE AMERICA
PRIVATE HOLDING COMPANY

ABOUT US

Burke America is a Chicago-based private holding company that acquires select technology-enabled parts distribution businesses in the middle-market. We seek out established businesses with excellent potential for long-term growth and improvement. Using our experiences across industries and broad capital base, Burke America helps companies move to the next level. Our achievements result from a passion, commitment, and enthusiasm for what we do.

OUR INVESTMENT FOCUS

Burke America seeks potential acquisitions that are established and growth-ready with up to \$500 million in revenue with strong, stable cash flow. We focus primarily on the parts distribution industry, which we know well and which we believe is going through a transformation which demands greater levels of management acumen, technological sophistication, and customer service. We look for businesses that have been profitable and well-performing over time, with a defensible market position and limited customer concentration. We like to focus on a few good companies rather than a collection of many. Quality over quantity.

TYPES OF INVESTMENTS

Burke America focuses on four types of potential acquisitions: **Generational Sales** Owners of family-operated and owned businesses often fear the company will suffer if they retire or sell. We work with retirees to facilitate this transition and offer security in the company's future. **Under-Managed Companies** Often niche businesses underperform due to a lack of capital, focus, or growth initiatives. We improve the performance and profits of such companies through our combined expertise. **Corporate Orphans** Being part of a larger corporation can hurt smaller middle-market companies — ownership cannot always provide adequate attention or support. We acquire such companies and provide them with what they need. **Industry Consolidation** When appropriate, we expand our stake in an industry through smaller add-on acquisitions.

TEAM

Burke America is led by a small group of committed and experienced professionals with backgrounds in operations, private equity, technology, strategy consulting, and finance. Besides their professional qualifications and accomplishments, the Burke America team embodies the values of the firm and the type of company founder Bob Burke set out to create, such as hard work, the will to win, long term orientation, and a growth mindset. In addition, Burke America's investors include seasoned operating executives and institutional partners who have built and run businesses from the ground up. They contribute significant capital and experience to our growth and management. They have built businesses in insurance, agriculture, land development, real estate, manufacturing, distribution, and professional sports. They have a record of investing and supporting the growth of middle-market enterprises across the U.S. But most important, our partners do business the Burke America way— they get involved when needed, invest in people and products, and take a long-term approach to value creation.

Contact us to learn about Burke America's greatest sources of growth, our managers led by Bob Burke.