



JW HILL CAPITAL

JW Hill Capital, a Newport Beach California-based private equity firm, leverages its industry expertise and operating experience to acquire and grow small- to lower-middle market companies. We are experienced operators, with an extensive network of industry experts and accomplished professionals across many disciplines. Our focus is on long-term value creation and sustainable earnings growth, not just the transaction.

We seek partners who share our core values of integrity and respect, and whose trust we can earn over time. We partner with business owners to accomplish a successful ownership transition and provide liquidity. We partner with management teams to create a healthy culture, attract top talent, and build great businesses. And we work hard to manage risk and deliver attractive returns for our financial partners.

Our primary focus is manufacturing, value-add distribution, and industrial services. We seek businesses that possess strong fundamentals, differentiating and sustainable attributes, and deep customer relationships. Our selection is based on our ability to improve the robustness of the business with a strategy that creates value through organic growth, operational improvements, and add-on acquisitions where appropriate. We also target under-performing special situations where our operating expertise is relevant.



John W. Hill, Managing Partner, spent 25 years in various technical and leadership roles at Fortune 500 aerospace and electronics companies founding JW Hill Capital in 2011. His expertise spans enterprise leadership, operations, strategic planning, business development, sales, technology commercialization, product development, and buy-side M&A.

Originally from Oklahoma and Texas, Mr. Hill began his career with Honeywell (formerly Allied Signal) in their Kansas City division, ultimately running their navigation and communication business. He joined Rockwell Collins in 2001 and spent a decade with the company in various key positions, including leadership of their Orange County, California-based business aviation division. Earlier in his career, Mr. Hill founded two successful companies, an energy management business and a commercial real estate venture.

Mr. Hill earned his Master of Science, Electrical Engineering, from Oklahoma State University and Bachelor of Science, Physics, from Southern Nazarene University. He is a commercial, multi-engine, instrument-rated pilot. His interests include sailing, flying, photography, and local community involvement.



Neal Nordstrom, Operating Partner, has over 25 years in executive, technical, business development and operations management roles with an emphasis on contract manufacturing for medical device, power generation, dental implant and aerospace industries. During this time Mr. Nordstrom served as President and CEO of Veridiam, leading the company through a divestiture from Carpenter Technology Corporation and building the business both organically and by completing three add-on acquisitions. Prior to that, as a senior leader within Carpenter Technology Corporation, he served as General Manager of Carpenter's Special Products Corporation for four years and led Carpenter's Parmatech business unit after its acquisition.

Mr. Nordstrom is currently CEO of two JW Hill Capital portfolio companies – Aerospace Contacts and Bandy Manufacturing. In these roles, he focuses on helping the newly acquired businesses make the transition to fully functioning, high performance teams. Aerospace Contacts was acquired from the founder/owner in January 2016 and Bandy Manufacturing was acquired from GKN Aerospace in August 2017. He also supports two, privately held, high technology companies in southern California as a member of their Board of Directors.

Mr. Nordstrom earned his Bachelors of Science degree in Materials Science and Engineering from the Massachusetts Institute of Technology and his Masters of Business Administration in Finance from San Diego State University. He served five years in the U.S. Navy on two nuclear-powered cruisers based in San Diego.

INVESTMENT CRITERIA

Types of Businesses	<ul style="list-style-type: none"> • Manufacturing • Value-add distribution • Industrial services
Focus Areas	<ul style="list-style-type: none"> • Highly engineered systems, products, assemblies, or components • Aerospace, defense, nuclear, energy, medical device and electronics
Desired Characteristics	<ul style="list-style-type: none"> • EBITDA of \$2 million to \$10 million • Sustainable competitive advantage • Primarily B2B • Value creation opportunities through organic revenue growth, operational improvements and/or strategic acquisitions • North America based, preference for Southwest U.S. • Open to distressed or special situations
Example Sub-Sectors of Interest	<ul style="list-style-type: none"> • Aircraft systems and components • Electrical components and assemblies • RF/microwave electronics • Electromechanical systems • Maintenance, repair and overhaul (MRO) • Specialized industrial products • Precision manufacturing (e.g. machining, injection molding, stamping, etc.)
Rationale	<ul style="list-style-type: none"> • Industry and domain expertise of JW Hill Capital • Aging demographic of small owner/founder-led businesses • Favorable cycle underway in commercial aircraft market resulting in record 35,000 aircraft/\$4.8 trillion backlog through 2032 • OEM's driving consolidation of fragmented supply chain with expanded capability • Re-shoring of manufacturing from low cost countries • Generally sustainable and predictable high-margin cash flow • Attractive exit options with multiple expansion
Types of Transactions	<ul style="list-style-type: none"> • Corporate divestitures, owner liquidity, growth equity, management buy-outs and recapitalizations • Control equity, but will consider minority equity under right circumstances

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