

# Guardian Capital Partners 2026 Priority Sectors

## Industrial Technology



- Highly-engineered products and systems supporting mission-critical industrial, commercial, and manufacturing applications
- Focus on businesses with strong engineering and design capabilities, where applied technology enhances operational efficiency, process performance, reliability, and safety

### Sub-Sectors of Interest:

- Advanced Mfg. and Engineered Components
- Systems, Controls, Integrated Assemblies
- Technical Services for System Lifecycles

## Digital Infrastructure



- Products, systems, and services supporting the physical and operational infrastructure that enables modern digital ecosystems
- Focus on businesses delivering engineered solutions and specialized services enhancing reliability, uptime, scalability, and continuity across data- and power-intensive applications

### Sub-Sectors of Interest:

- Connectivity, Communications and Network Infra
- Power Distribution, Controls and Building Systems
- Technical Install, Maintenance and Managed Services

## Non-Discretionary Services



- Providers of essential outsourced services across a broad range of industries, supported by recurring demand drivers, regulatory requirements, and mission-critical applications
- Focus on businesses with technical capabilities, regional leadership positions, and end markets with operational complexity and compliance needs

### Sub-Sectors of Interest:

- Facility and Infrastructure Maintenance
- Regulatory-, Testing-, and Compliance Services
- Outsourced Operational, Technical, and Professional Services

## F&B Manufacturing



- Providers of manufacturing, processing, packaging, logistics, and related services supporting the production, safety, and distribution of F&B products
- Emphasis on businesses with scalable operations, systems, and capabilities aligned with evolving consumer preferences, regulatory standards, and increased outsourcing across the F&B value chain

### Sub-Sectors of Interest:

- Processing and Manufacturing (PL, Co-man, etc.)
- Specialty Ingredients
- Agribusiness and Supply Chain Services

## Water Infrastructure



- Providers of services, consumables, and equipment supporting water and wastewater infrastructure across municipal, commercial, and industrial end-markets
- Focus on businesses with recurring aftermarket and consumables-driven revenue, regional market positions, and exposure to compliance-driven end-markets

### Sub-Sectors of Interest:

- Water/wastewater Treatment Products, Equipment, and Services
- Engineered Consumables and Process Technologies
- Value-add Distribution with Technical Sales and Aftermarket Support

## PLATFORM INVESTMENT CRITERIA

### Types of Investments

- Businesses owned by founders, families, financial sponsors, or corporate parents
- Control investments
- Buyouts, management-led transactions, and recapitalizations

### Transaction Metrics

- Revenue: \$25 - \$200 million
- EBITDA: \$5 - \$30 million
- Equity Check: \$25 - \$100 million
- No minimum size for add-ons

### Geography

- United States or Canada (may have overseas operations)

# Guardian Capital Partners Portfolio Add-On Criteria



Mar 2026  
Fund IV

## Description

Manufacturer of specialty nut-based and plant-based ingredient solutions, primarily serving the CPG and foodservice channels

## Add-On Characteristics

- Value-added ingredient & formulation capabilities
- Complementary ingredients that expand product mix and end markets
- Differentiated processing + advantaged sourcing



Oct 2025  
Fund IV

## Description

Designs and manufactures highly engineered power products serving data center and other mission-critical sectors

## Add-On Characteristics

- Mfg. of power products used in the data center market
- Includes: switchgear, PDUs, RPP, modular, and monitoring
- Providers enabling on-going service / on-site install



Oct 2025  
Fund IV

## Description

Engineers thermal management solutions serving the high-performance, mission-critical end-markets

## Add-On Characteristics

- Highly engineered thermal mngmt products and services
- Thermal management production capabilities, both domestic and international
- Product / end-market expansion and diversification



Dec 2024  
CV

## Description

Manufacturer of mobile workforce solutions, serving public safety, fleet, enterprise, warehouse, and other markets

## Add-On Characteristics

- Commercial fleet-based products
- Solutions emphasizing safety, productivity, power, and connectivity
- Gross margin profile: ~35%+



Dec 2024  
Fund IV

## Description

Installs and maintains network, wireless, & security systems for the data center and other mission-critical end markets

## Add-On Characteristics

- Digital infrastructure / network cabling providers
- Preference toward providers serving hyperscale market
- Geographically dense in high-growth regions



Jun 2024  
Fund III

## Description

Provider of commercial / industrial overhead doors & loading dock equipment, install, and maintenance

## Add-On Characteristics

- Door & dock, gate, and access control
- Commercial end markets
- Service / recurring revenue focus



Jun 2023  
Fund III

## Description

Provider of install, equipment, maintenance, & environmental services within the retail fuel & car wash markets

## Add-On Characteristics

- Equipment install, maintenance, environmental, and compliance services (incl. EVs, under/above-ground storage tanks)
- Midwest, West Coast, or Southwest
- Gilbarco PMA; Gilbarco and Wayne ASC



May 2022  
Fund III

## Description

Provider of highly-engineered cylindrical roll and web converting solutions, services, and componentry

## Add-On Characteristics

- Specialty roll / sleeve products & services
- High-value, blue-chip customer base
- Focus on high-growth end markets
- Gross margin profile: ~35%+



Oct 2020  
Fund III

## Description

Tech-enabled developer and marketer of owned and branded consumer products sold through the Amazon marketplace

## Add-On Characteristics

- Differentiated, defensible products
- Amazon & omnichannel
- DTC recurring sales model