

# Successor President Program™ Overview

## HOW IT WORKS

### 1 THESIS DEVELOPMENT

Montage Partners and the Successor President work collaboratively to build a thesis and identify subsectors of interest. The thesis is then memorialized in a short presentation used for marketing purposes.

### 2 OUTREACH TO TARGETS

Montage Partners will share the thesis with our network of intermediaries (over 1,000) and the Successor President will share it with their professional network. Additionally, we will collaborate on efforts to reach out directly to acquisition targets.

### 3 DUE DILIGENCE + CLOSING

Montage Partners and the Successor President will visit the company in person and collaboratively perform due diligence. Montage will take the primary lead on working with attorneys, accountants, and other advisors, with collaboration from the Successor President.

### 4 POST-CLOSING

Along with the Successor President, Montage Partners will hold seats on the Board of Directors; beyond that, our role is supportive and does not include involvement in day-to-day operations. Successor Presidents are given operational autonomy and supported through our Montage Accelerate™ program.

## WHAT DRIVES SUCCESS?



### SPECIFIC & TARGETED THESIS BASED ON PAST EXPERIENCE

Successor Presidents with a well-defined thesis tend to see more opportunities. Montage Partners will work with Successor Presidents to find the right balance.



### BROAD GEOGRAPHIC REACH

Geographic flexibility dramatically expands the pool of potential investments. A willingness to commute can also open up possibilities.



### MEANINGFUL TIME HORIZON (12+ MONTHS IDEAL)

Montage Partners does not compensate Successor Presidents during the search. Montage covers all diligence costs.

Founded in 2004, with offices in Scottsdale, Arizona and Salt Lake City, Utah, Montage Partners is a people-first private equity firm dedicated to helping established businesses reach transformative growth. Montage Partners invests in companies headquartered in the U.S. or Canada with \$1.5 million to \$7 million in EBITDA across the technology and professional services, healthcare, industrial products and services, and consumer sectors. Above all other investment criteria, Montage Partners invests in exceptional people.