



# HAMILTON ROBINSON CAPITAL PARTNERS

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## 2025 Highlights

- Acquired **Rohner Finishing Systems** and **Douglas Machines**
  - Exited **American Roller** investment delivering compelling performance
  - Awarded **Dealmakers of the Year** recognizing the success of our GrayMatter partnership
  - Employee ownership continues to grow, with **143 employee investors** participating across the portfolio
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**Rohner Finishing Systems is a leading provider of highly-engineered integrated finishing solutions and controlled environments**

*Acquired September 2025*

**We are partnering with a seasoned and motivated management team to:**

- Accelerate growth underpinned by strong regulatory and automation tailwinds
  - Expand aftermarket parts and services programs
  - Strengthen sales, marketing and engineering departments
  - Drive margin improvement through operational excellence
  - Create a first-time equity ownership program for 35 employees
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## **Sani-Matic acquired Douglas Machines to create an industry leader in food & beverage sanitization solutions**

*Acquired August 2025*

### **Together Sani-Matic and Douglas will:**

- Offer a broad portfolio of sanitary solutions to the food & beverage industry
  - Deploy a unified sales strategy targeting 7,000+ U.S. food & beverage processing facilities
  - Leverage significant cross-sell / up-sell opportunities
  - Build a robust aftermarket business through a customer-success model
  - Apply Sani-Matic's FLOW manufacturing strategy and culture to unlock margin gains
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American Roller Company

## **American Roller is a leading provider of engineering and repair services for industrial rollers**

*Realized November 2025 <sup>(1)</sup>*

**96%**

Revenue Growth

**140%**

Adj. EBITDA Growth

**25**

Employee Investors

### **Key Elements of Value Creation:**

- Built the "ARWay", a proprietary continuous improvement program
  - Strengthened organizational depth through investments in people and technology
  - Vertically integrated the business to improve margins and reduce lead times
  - Created custom market-based pricing program with configure-price-quote technology
  - Acquired and integrated six strategic add-on acquisitions
  - Established first-time, broad equity ownership program
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## HRCP Recognized as Dealmaker of the Year for GrayMatter Partnership

HRCP partnered with GrayMatter in 2017 and helped scale the company through investments in the team, expanded technology and engineering capabilities, new markets and five strategic acquisitions. After quadrupling revenue, HRCP realized the investment in 2024, creating meaningful value for the 85 employee owners and HRCP investors.



### 2025 AI Influence on the HRCP Portfolio

AI-driven tools are improving quality, reducing errors, and enhancing productivity across HRCP's portfolio. Sani-Matic and Rohner are also benefiting from strong demand in the rapidly expanding data center market, a theme we expect to remain impactful in 2026.

## Hamilton Robinson Investment Focus

*Specialists in Family/Founder-owned, Modern Industrial and B2B Services*



### Transaction Criteria

- Revenue: \$15 - \$200 million
- EBITDA: \$3 - \$20 million
- Equity Checks: \$10 - \$60 million
- Headquartered in U.S. or Canada

Contact us to discuss partnership opportunities

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(1) American Roller investment was held from February 2019 to November 2025.

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