



SAVILLE HISTORY

Saville House Holdings ('Saville') was created in 2014 by **Richard & Ailsa Harris** as a family office. Its first focus was and is **Founders Group of Food Companies** ('Founders'), a venture between **Saville** and the Senft family's **Tricor Pacific Capital** ('Tricor'). The origin of the Harris / Senft partnership came from an investment in Golden Boy Foods in 2007 where Richard Harris served as President & CEO and Rod Senft served as Chairman, and through which management and shareholders created \$300M+ of equity value during Richard Harris' tenure as CEO, increasing EBITDA 12X.



RICHARD HARRIS



Since 2014, **Saville and Tricor have built a Founders portfolio of thriving businesses** and exceptional partnerships we can be proud of. **Since 2020 Founders is focused** on its existing portfolio, including **acquisition of closely-related protein platforms (\$5M+ EBITDA) and add-on M&A to Armand Agra**, its US protein processing and distribution business. Founders completed a substantial add-on to Armand Agra and a new platform acquisition in 2021.




ROD SENFT


SAVILLE EXPANDS


Starting in 2020, **Saville added new partnerships and strategies** to broaden the scope of its activities beyond Founders. These new partnerships sit alongside Saville's partnership with Tricor and our narrowly-focused strategy for investing further in Founders Group of Food Companies


- Saville's primary focus remains **mature & durable, cash-generative manufacturing & distribution** companies in **food, beverage and adjacent sectors** across Canada and USA, as well as related real estate
- In general, Saville continues to work as an **active operating partner** to portfolio companies, although Saville does make passive investments through its network
- With partners, Saville can now execute both **Minority and Majority** transactions.
 - Minority cheques in larger companies (\$20M+ EBITDA) in the \$20-70M range.
 - Majority cheques in smaller companies (\$3-10M EBITDA) up to \$25M.

DIFFERENTIATION

 Offers Both Long-term Patient Capital or Minority / Majority 3-7 Year Transformational Capital

 Decades-long Acquisition & Financing Track Record Among Partners

 Balance of Deep Operating Know-how & Strong M&A Capabilities

 Value-added Partner with: Sector Focus & Operating Expertise; Access to Saville's Resources, Network & Professional Development Program

SAVILLE'S PARTNERSHIPS

Saville **Minority**
3-7 year
Transformational
Capital

with
ONEX
FALCON



MATT PROUT

Saville **Majority**
3-7 year
Transformational
Capital

with
LIGHTHOUSE
EQUITY PARTNERS



JOE LUCKE

Saville **FOUNDERS**
GROUP OF FOOD COMPANIES

with
TRICOR PACIFIC CAPITAL



DEREK SENFT

SAVILLE PORTFOLIO

Presteve Foods

A FOUNDERS COMPANY



Largest harvester, processor & distributor of freshwater fish in North America.

Armand Agra

A FOUNDERS COMPANY



Rocky Mountain region processor & distributor of meat, seafood & gourmet provisions

Northern Nevada / Northern California processor & distributor of meat, seafood & gourmet provisions

Pacific Northwest region processor & distributor of meat & seafood

Walt's Meats

A FOUNDERS COMPANY



Western US harvester and processor focused on grass-fed natural and organic meats.

Ganache Brands

A FOUNDERS COMPANY



Specialty manufacturer of custom chocolate in custom packaging for B2B gifting and marketing applications.

Founders Realcorp

Saville Active Investment



Portfolio of Canadian and US industrial real estate assets.

Wize Spirits Co.

Saville Passive Investment



Fast-growing Canadian hard seltzer brand.

Veritree Technologies

Saville Passive Investment



Spin-out of Tentree Apparel offering technology-enabled tree-planting and tree-planting verification programs

Caliber Car Wash

Saville Passive Investment



Fast-growing automatic car wash operator in the US South-East. Sold to Percheron Capital in 2021.

Eagle Fund I

Saville Passive Investment



Eagle Fund I is focused on scaling multi-unit consumer / industrial businesses in the US South-East.

Private Credit VII

Saville Passive Investment



Lower middle market multi-sector junior capital solution provider with US focus.

Merchant

Saville Passive Investment



Canadian specialty finance fund making microloans to smaller businesses underserved by the banking system

Kensington Venture

Saville Passive Investment



Canadian venture fund making fund and direct / co-investments in 75/25 mix.

SAVILLE & RICHARD HARRIS PROFESSIONAL TIMELINE

2000



The Coca-Cola Company

2008



2014



2020

Saville New Strategies