



## 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



with



MATT PROUT



with



JOE LUCKE



with



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

