



Saville House Holdings Ltd
The family company of Richard & Ailsa Harris



SAVILLE HISTORY

Saville House Holdings ('Saville') was created in 2014 by **Richard & Ailsa Harris** as a family office. Its first focus was **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



ROD SENFT

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

SAVILLE EXPANDS

Starting in 2020, **Saville has 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 will 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

Golden Boy Foods

Divested February 2014



Largest private label manufacturer of peanut and other nut butters in North America. Etc.

Presteve Foods



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

Purewater Foods

Armand Agra



US processor & distributor of portion-control meat and seafood to retail and foodservice.

Walt's Meats



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

Ganache Brands



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

Freshstone Brands



Divested April 2020

Manufacturer of a variety of ready-to-eat, fresh prepared entrees, side dishes and appetisers.

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.

Caliber Car Wash

Saville Passive Investment (Rollover)



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

SAVILLE & RICHARD HARRIS PROFESSIONAL TIMELINE

2000



The Coca-Cola Company

2008



2014



2020

