

INVESTMENT THEME

Essential Goods & Services

Overview

Providers of fundamental products and services that underpin everyday life, serving stable, recurring demand across economic cycles.

Sectors Covered

- ✓ Business Services
- ✓ Industrials



Areas of Interest

Facility Services

- Janitorial
- Commercial Cleaning
- Landscaping
- HVAC, Electrical, Fire & Life Safety

Consumer Services

- Home Services
- Wellness & Personal Care
- Pet Services
- Moving & Storage

Repair/Installation

- Appliance & Equipment Repair
- On-Site Installation
- Residential & Commercial Maintenance
- Technical Field Services

Food & Beverage

- Specialty Manufacturing
- Value-Added Processing
- Distribution & Logistics
- Concession & Event Services

Investment Rationale

We believe providers of essential goods & services – including facility services, break-fix products and services, consumer services, and food & beverage – represent compelling investment opportunities due to:

- **Large, fragmented markets** with a long tail of independent operators, enabling consolidation, professionalization, and margin expansion
- **Durable, non-cyclical demand** driven by recurring, everyday use cases tied to reactive maintenance, cleanliness, convenience, and core consumption
- **Strong demographic and behavioral tailwinds**, as consumers and businesses alike increasingly outsource essential needs in pursuit of time savings health, and quality
- **Attractive unit economics** due to predictable volumes, route/location density, and scalable platforms with limited capital intensity