



Decisive Dividend  
— Corporation —

# INTRODUCTION TO DECISIVE DIVIDEND

*CUSTOMERS OF TECHBELT*

APRIL 2024

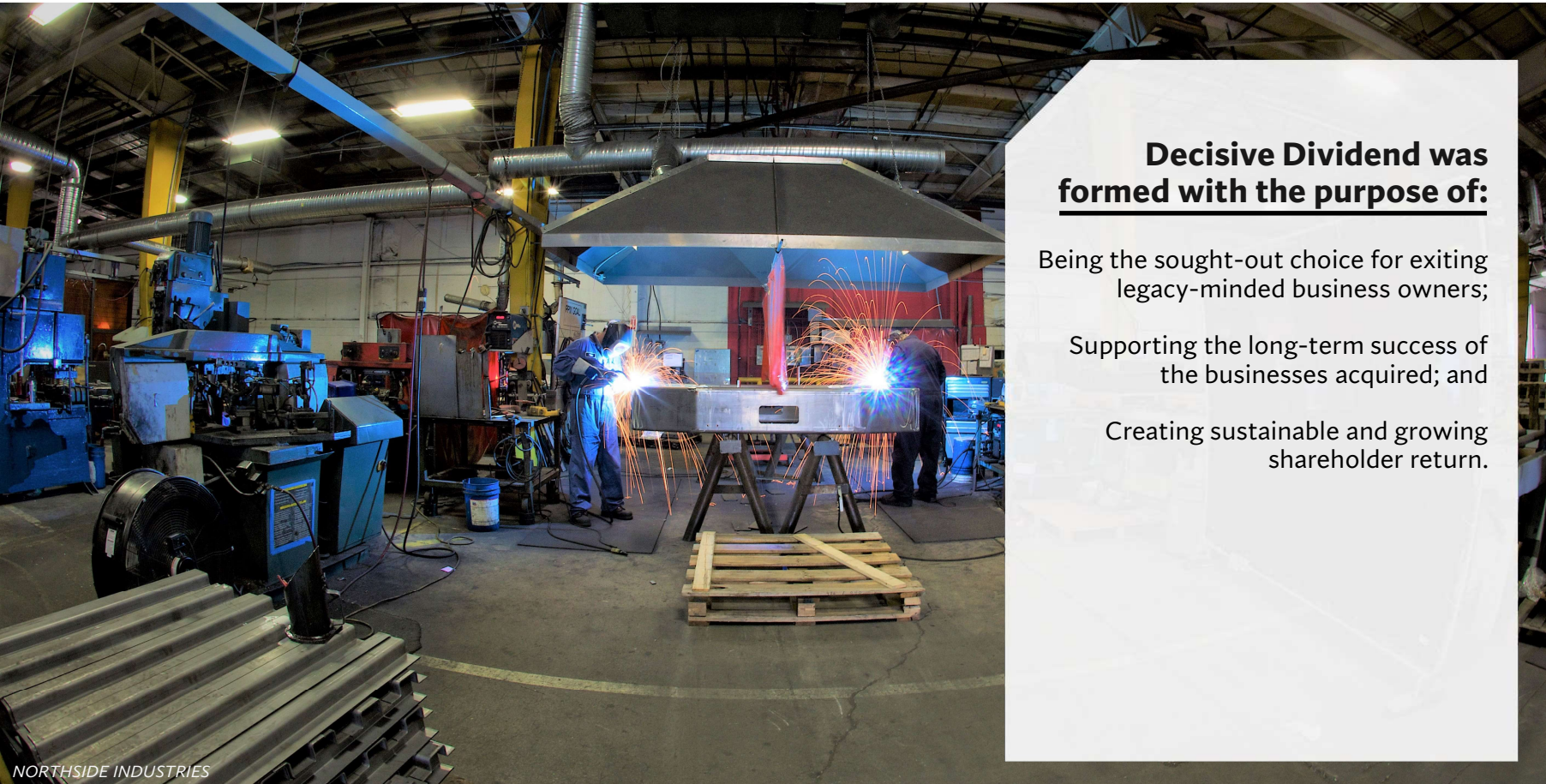


# WHY WE EXIST

## PURPOSE STATEMENT



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### **Decisive Dividend was formed with the purpose of:**

Being the sought-out choice for exiting legacy-minded business owners;

Supporting the long-term success of the businesses acquired; and

Creating sustainable and growing shareholder return.



# POST-ACQUISITION

## CAPITAL I – IRVING MACHINE PERSPECTIVE



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### Partnerships built to last

We provide resources that help our companies achieve their potential and recognize that the people running the business know it better than we do.

Post-acquisition, we ensure each company:

- ✓ Continues to operate autonomously.
- ✓ Maintains its individual business identity.
- ✓ Is supported through strategic planning, financial reports, and other tools.
- ✓ Is provided access to resources that help achieve full potential.

SLIMLINE MANUFACTURING –  
TURBO MIST AIR BLASTER



# BENEFITS OF DECISIVE EMPLOYEE & CUSTOMER PERSPECTIVE



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## **Employees**

- ✓ Business as usual
- ✓ Equity ownership opportunity through Employee Share Purchase Plan
- ✓ Stability of long-term company ownership

## **Customers**

- ✓ Business as usual
- ✓ Techbelt will have increased access to resources
- ✓ Product opportunities with existing companies and future acquisitions



BLAZE KING® – "BOXER" WOOD STOVE



# CORE VALUES

## THE DECISIVE WAY



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### **Long-Term Legacy Mindset**

We care about continuing the business legacies of the vendors' whose companies we acquire.

We are committed to the communities our businesses are located in.

### **We Balance Value-Add vs. Autonomy for Subsidiaries**

We provide resources that help our subsidiaries achieve their potential while recognizing that the people running them know them better than we do.



SLIMLINE MANUFACTURING -  
TURBO MIST AIR BLASTER

# CORE VALUES

## THE DECISIVE WAY



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### People

We treat all our stakeholders with respect, encourage teamwork and share the rewards of our success with our people.

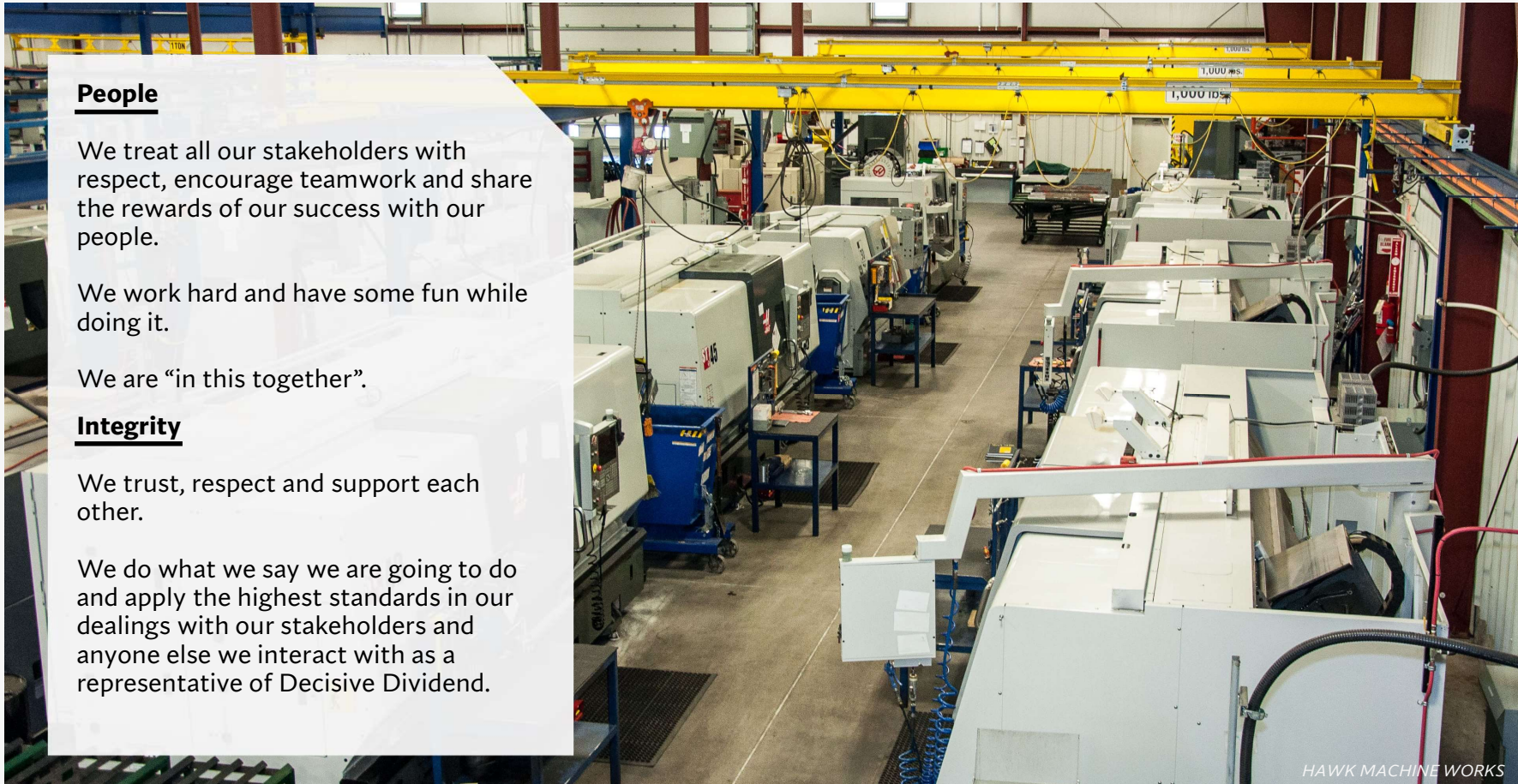
We work hard and have some fun while doing it.

We are “in this together”.

### Integrity

We trust, respect and support each other.

We do what we say we are going to do and apply the highest standards in our dealings with our stakeholders and anyone else we interact with as a representative of Decisive Dividend.





# CORE VALUES

## THE DECISIVE WAY



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### Performance

We are serious about our business and creating value for all stakeholders.

We deliver excellence, continuously improve and respond quickly to change.

We focus on quality and operating safely in everything we do.

We deliver sustainable and growing dividends to our shareholders.

We keep the “best interests of Decisive Dividend” foremost in our actions and decisions.



HAWK MACHINE WORKS

# WHAT WE DO

## BUY | BUILD | HOLD



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### Buy

Acquire companies with enterprise values up to \$25M

### Build

Strategic deployment of financing and expertise to invest in people, processes and fixed assets, driving organic growth

### Hold

Forge long term relationships built on trust and mutual interests. **We do not buy a company to sell it.**

NORTHSIDE INDUSTRIES





TSX.V:DE

# ACQUISITIONS

2015



**VERTICALS**  
Wood / Gas Stoves

**HIGHLIGHTS**  
Well-positioned with new stringent EPA regulations now in effect. All Blaze King products meet new requirements

**Employees**  
82

2016



**VERTICALS**  
Mining, Cement, Aggregate

**HIGHLIGHTS**  
Growing wear part opportunities in Central and South America and the Middle East

**Employees**  
17

2018



**VERTICALS**  
Agriculture, Mining, Waste Management

**HIGHLIGHTS**  
Growth opportunities for both Turbo-Mist™ agricultural sprayers and EcoMister™ wastewater evaporators

**Employees**  
36

2018



**VERTICALS**  
Oil & Gas, Utilities, Agriculture

**HIGHLIGHTS**  
"Turnkey Solution" including design, manufacturing, finish applications, part making, assembly, testing & delivery

**Employees**  
58

2019



**VERTICALS**  
Commercial Vehicles, Forestry, Mining

**HIGHLIGHTS**  
Entered into significant new contract with a key commercial vehicle customer, Daimler Trucks North America LLC

**Employees**  
64

2022



**VERTICALS**  
Retail Stores, Consumer Packaged Goods

**HIGHLIGHTS**  
Leading innovator of merchandising systems and consumer packaged goods displays for robust list of blue-chip, well-diversified retail customers in North America

**Employees**  
44

2022



**VERTICALS**  
Wood, Gas, Electric Stoves, & Pizza Ovens

**HIGHLIGHTS**  
Proud manufacturer of some of the best EcoDesign Ready woodburning, multifuel, gas and award winning electric stoves & electric fireplaces

**Employees**  
11



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# ACQUISITIONS

2023



## VERTICALS

Road Maintenance,  
Road Construction,  
Agriculture, Mining,  
Oil & Gas

## HIGHLIGHTS

Manufacturer of high-quality  
road maintenance and  
construction equipment

## Employees

44

2023



## VERTICALS

Agriculture Heating,  
Cooling, Lighting, &  
Plastics

## HIGHLIGHTS

Manufactures the worlds  
most energy efficient electric  
heat pad.

## Employees

68

2023



## VERTICALS

Mining, Oil & Gas,  
Road Construction,  
Forestry

## HIGHLIGHTS

Manufacturer of high-  
quality radiator seals and  
grommets for heavy duty  
equipment

## Employees

6

2023



## VERTICALS

Mining, Oil & Gas,  
Road Construction,  
Forestry

## HIGHLIGHTS

Manufacturer of high-  
performance radiators for  
heavy duty equipment

## Employees

11





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# ACQUISITIONS

2024



## VERTICALS

Downhole tools, Power Bolting Tools, Tools for Pipeline and Safety industry

## HIGHLIGHTS

Specialized in the most complex parts for the mechanical industry

## Employees

10

2024



## VERTICALS

food production, packaging, aerospace, pharmaceuticals, automotive, and electronics

## HIGHLIGHTS

Techbelt excels as a global leader in the manufacturing and supply of PTFE tapes, conveyor belts, and specialized PTFE materials

## Employees

20



# Decisive Dividend — Corporation —

## Key Contacts

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