



HIGHLINE GROUP

We are a Denver-based family office of strategic operators who provide patient capital and on-the-ground management, primarily through control investments with a long-term, buy-hold-and-grow approach to owners of companies who would like liquidity from their business, but care deeply about both the legacy of their business and the future of the company.

OUR CRITERIA

We primarily seek control investments in privately-owned businesses where we believe our capital, management experience, and industry network can help scale the business.

DESIRED SCENARIOS



- Family-owned / privately-held

FINANCIALS



- Revenue: \$10MM - \$50MM+
- EBITDA: \$1.5MM - \$5MM+
- Multi-Year Positive Cash Flow

WELL-BUILT BUSINESS



- Respected Reputation with Committed Workforce
- Proven Track Record of Success
- Diverse Customer Base
- Differentiated Products/Services
- Reduced Exposure to Business Cyclicity

INDUSTRIES OF INTEREST



- Manufacturing
- Printing & Packaging

GEOGRAPHY



- Based in Rocky Mountain Region

If you meet the criteria or know someone who does, please contact us. We will treat all inquiries with the strictest confidentiality.

WHY HIGHLINE GROUP

VALUES - LED APPROACH, RESPECTFUL OF YOUR LEGACY

We are a father-son team with a passion for developing people and winning the right way. We believe that business is a noble profession, and we seek to make decisions each day that demonstrate this. We focus on sustained growth of business, people, and our community through disciplined commitment to deliver exceptional results with uncompromising integrity.

EXPERIENCE & RESOURCES TO GROW

We bring Fortune 500 resources (management experience, network, and governance) for the next phase of growth. And, we work on one business at a time, focusing on growth rather than cost-cutting, and long-term health over near-term returns.

CERTAINTY OF CLOSING

We invest our own capital and are the sole decision makers on investments. So, as a seller, you will get a fair price and have certainty of closing.



JONATHAN REINEMUND
MANAGING PARTNER

During the past twenty years, Jonathan has led teams across strategy, sales & marketing, and innovation to deliver profitable growth in a variety of industries. Most recently, Jonathan was CEO of Kohana Coffee, a cold-brew coffee manufacturer, purchased by Highline Group. Prior to forming Highline Group, Jonathan was Vice President of e-commerce and led new business initiatives at Craftsby, an online learning and craft supplies company, which was acquired by NBCUniversal in 2017.

Jonathan began his career in management consulting with The Boston Consulting Group (BCG) and has since had leadership roles in several different sectors, from branded consumer products at The Clorox Company to business-to-business food ingredients at Leprino Foods.

Jonathan graduated Phi Beta Kappa with a BA and an MBA from Stanford University and now lives in Denver with his wife and three children.



STEVE REINEMUND
MANAGING PARTNER

Steve is a seasoned business executive with deep operational leadership experience. Steve spent more than 20 years running businesses throughout PepsiCo, serving as President of Pizza Hut, CEO of Frito-Lay, and Chairman & CEO of PepsiCo. During his tenure as CEO of PepsiCo, revenue grew 30 percent, net income rose 70 percent, and PepsiCo's market cap exceeded \$100 billion for the first time. Steve took the company to new levels of success through what Businessweek magazine called "constant innovation and savvy moves." He was twice named to Barron's "World's Most Respected CEO List" and was named to Businessweek's Top 25 "Managers of the Year" in 2002 and 2005. Steve retired from PepsiCo in 2007 and left a legacy marked by a strong management team, a commitment to health and wellness, diversity and inclusion, and values-based leadership.

After retiring from PepsiCo, Steve served as Dean of the Wake Forest School of Business from 2008 to 2014. During his tenure as dean, the school transformed the approach to business education by integrating the undergraduate and graduate faculties, focusing on career development, emphasizing leadership and ethics, championing diversity, and raising the level of excellence in teaching. Under Steve's leadership, the School of Business raised \$74 million and increased student enrollment 50 percent.

Steve is currently a member of the board of directors of Vertiv and serves on the board of trustees at the US Naval Academy Foundation. Steve previously served as a member of the board of directors of Walmart, Chick-fil-A, Marriott, Exxon, American Express, and Johnson & Johnson.

After graduating from the US Naval Academy in 1970, Steve served five years in the US Marine Corps, and earned an MBA from the Darden School of Business at the University of Virginia. Steve and his wife have been married for nearly 50 years and enjoy spending time with their children and grandchildren.