

COMPANY OVERVIEW

Leading Value-Added Distributor & Technical Solutions Provider

The Hoskin Group is a national leader in scientific, industrial, and process test & measurement solutions operating a diversified portfolio of specialized businesses that deliver instrumentation, integrated systems, and technical services across Canada. The Group leverages deep application expertise, long-standing global vendor partnerships, and a scalable service and rental infrastructure to support growth across multiple end-markets. The Company's strong market position, recurring service capabilities, and multi-brand platform provide a foundation for continued expansion and long-term value creation.

HOSKIN BY THE NUMBERS



CURRENT CAPABILITIES & PRODUCTS

 Environmental Weather stations, gas monitors, air quality sensors, water quality monitoring systems, particle size analyzers, and related instruments used to measure and monitor environmental conditions.	 Geotechnical Lab testing systems, ground penetrating radar, vapor pressure testers, and equipment used to test soil, oil, concrete, steel, aggregate, cement, asphalt, and other construction materials.
 Process Automation & Industrial Flow meters, level sensors, pressure transmitters, temperature and humidity sensors, load sensors, force sensors, flow controllers, hardness testers, and automation components.	 Analytical, Safety & Process Control Process analyzers, flame and gas detection systems, valves, flame arresters, measurement control solutions, custom fabrication, and industrial valve servicing.
 Geomatics & Drone Solutions Drones, LiDAR systems, mapping equipment, drone rentals, and technical support for high-accuracy geospatial applications.	 Service & Calibration Measuring and monitoring water, air, and soil pollution; testing soil, oil, concrete, steel, aggregate, cement, and asphalt; enhancing manufacturing automation and process controls.

TARGET ADD-ON CRITERIA

 Calibration Providers of calibration, repair, and technical services that enhance Hoskin's value-added service offering and increase recurring customer touchpoints.
 Rental Equipment rental platforms with strong customer service capabilities, technical support, and product overlap with Hoskin's environmental, geotechnical, and industrial instrumentation categories.
 Biogas Businesses with sales, service, and engineering capabilities that support biogas monitoring systems, renewable natural gas applications, and related process measurement solutions.
 Distribution Value-added distributors with complementary product lines, strong vendor relationships, technical sales capabilities, and established customer relationships in target geographies or adjacent end markets.

TARGET END MARKETS

TARGET ADD-ON SIZE \$3-8M EBITDA	 Environmental	 Mining	 Construction & Infrastructure	 Government	 Education	 Energy & Utilities
	 Water & Marine	 Oil & Gas	 Geotechnical	 Industrials	 Public Safety	

STRATEGY OVERVIEW

Actively Seeking Add-On Partnerships

The River Team is actively pursuing partnerships with The Hoskin Group that complement its current business model. Priority targets include businesses that expand The Hoskin Group's existing portfolio of products and services, as well as geographical footprint beyond Canada.

ADD-ON CRITERIA

\$3–8M EBITDA GEOGRAPHY UNITED STATES & CANADA	END MARKETS  Mining  Industrials  Environmental  Education  Geotechnical  Oil & Gas  Water & Marine  Government  Energy & Utilities  Construction & Infrastructure  Public Safety	CAPABILITIES  Calibration  Rental  Biogas  Distribution
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HOSKIN LEADERSHIP

Hoskin is led by a strong management team with deep experience in their respective fields. The team is focused on creating exceptional employee and customer experiences while continuing to grow the business. Hoskin is also supported by its investment partner, River Associates Investments.

ABOUT RIVER ASSOCIATES

River Associates Investments is a private equity firm based in Chattanooga, TN that focuses exclusively on the lower middle-market, and has prior experience investing in and growing businesses in the manufacturing space. River Associates has partnered with founder-owned businesses and management teams similar to Hoskin for over 35 years, and the firm is currently investing its eighth committed fund. Details on the firm can be found at riverassociates.com.

130+

TOTAL INVESTMENTS

35+

YEARS INVESTING IN LMM

75+%

FOUNDER / FAMILY OWNED TRANSACTIONS

\$345M

COMMITTED FUND VIII (active)

BENEFITS OF PARTNERING WITH HOSKIN & RIVER ASSOCIATES



Diversify Net Worth



Accelerate Growth



Access to Deep Resources



Second Bite of the Apple

Please reach out to the River Associates team to discuss potential opportunities.

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