



Compass Advisors Advises Rex Specs in its Sale to Weaver Leather / Blue Point Capital Partners

Bozeman, Montana: March 31, 2023 – Compass Advisors is pleased to announce that its client Rex Specs was acquired by Weaver Leather, a portfolio company of Blue Point Capital Partners.

“It was a privilege to work with co-founders Jesse and Aiden Emilo to help them achieve a successful sale of Rex Specs, a premium brand of outdoor products for active and working dogs”, said Bryce DeGroot, Compass Advisors Managing Director.

Compass Advisors is a boutique Mergers & Acquisitions advisory firm in Bozeman, Montana.

Please refer to the buyer’s press release following.

Blue Point-Backed Weaver Leather Fetches Partnership with Premium Dog Products Brand Rex Specs

CLEVELAND / Blue Point Capital Partners and its portfolio company, Weaver Leather, are pleased to announce the acquisition of Rex Specs, a premium brand of outdoor products for active and working canines. This investment marks Weaver’s second add-on acquisition since partnering with Blue Point in March 2021.

Rex Specs began in 2015 when co-founders Aiden and Jesse Emilo sought protective eyewear for their active dogs — only to find a lack of high-performing canine goggles in the market. Built on the principle that “life is better together,” the Jackson, Wyo. company has since committed to providing quality, innovative products that improve the lives and adventures of canines worldwide, including goggles, ear protection and accessories.

“Jesse and I have built Rex Specs on the core value of providing our customers and their canine companions the highest quality products possible,” said Aiden Emilo. “Not only does the Weaver team have significant experience in our industry, but they also share our passion for excellence, making them the preferred partner for continuing to scale our brand.”

Founded in Mt. Hope, Ohio, Weaver is a manufacturer, marketer and distributor of premier brands in the equine, pet, leather crafting, arborist, livestock and construction markets. For 50

years, Weaver has offered high-performance products with a focus on excellence, ease of use and exceptional customer service.

“Rex Specs has established itself as a category leader in the outdoor canine products niche, earning the company a loyal customer base that we are eager and well-equipped to serve and help grow,” said Weaver CEO Jason Weaver. “We are proud to welcome them to the Weaver family of companies.”

With support from Blue Point’s team and elevated supply chain, e-commerce and marketing resources, Weaver will partner with Rex Specs to expand the Company’s customer base and distribution network as well as introduce new products under the Rex Specs brand.

“The Blue Point team is thrilled to support the growth of Rex Specs as it joins the Weaver portfolio of brands,” said Blue Point Partner Charley Geiger. “Both companies share a passion for high-quality, premium product offerings and are in a strong position to drive strategic expansion and growth in the years ahead.”

Rex Specs is a premium brand of outdoor products for active and working canines. Founded in Jackson, Wyo. in 2015, Rex Specs is committed to developing innovative, premium products that bridge the gap between the working animal industry and the growing active pet market while improving the lives and adventures of canines worldwide.

Weaver Leather has iconic enthusiast brands and manufactures, markets and distributes branded and non-branded leather, nylon/synthetic, hardware and other products and accessories to the equine, pet, leather crafting, arborist, livestock and construction markets. Known for its superior quality and breadth of products, Weaver has an established reputation for expert craftsmanship, offering the highest quality and broadest product offering in the industry. Weaver’s domestic manufacturing and distribution operation is strengthened by deep, global supplier partnerships, enabling leading shipping times and order fulfillment.

Blue Point Capital Partners is a private equity firm managing over \$1.9 billion in committed capital. With resources in Cleveland, Charlotte, Seattle and Shanghai, Blue Point’s geographical footprint allows it to establish relationships with local and regional entrepreneurs and advisors while providing the perspectives and resources of a global organization. Blue Point has over a two-decade history of partnering with lower middle-market businesses to build processes and capabilities to achieve growth. Blue Point’s portfolio is supported by its unique capabilities — which include an integrative team focused on innovative global supply chain, data and digital and human capital strategies — as well as its extensive experience, network of industry resources and focused M&A efforts. Blue Point typically invests in businesses that generate between \$30 million and \$300 million in revenue.

Note: Certain statements about Blue Point Capital Partners made by portfolio company executives herein are intended to illustrate Blue Point Capital Partners’ business relationship with such persons, including with respect to Blue Point Capital Partners’ facilities as a business partner,

rather than Blue Point Capital Partners' capabilities or expertise with respect to investment advisory services. Portfolio company executives were not compensated in connection with their participation, although they generally receive compensation and investment opportunities in connection with their portfolio company roles, and in certain cases are also owners of portfolio company securities and/or investors in Blue Point Capital Partners-sponsored vehicles.