



Building Water & Wastewater Success, Together

If you're seeking investment to drive growth, looking to join a strategic partnership offering mentorship and leadership, planning to transition toward retirement, or aiming to build wealth within a network of water and wastewater experts, **Acen Water is here to support you.**

Many companies and owners encounter significant obstacles as they grow and evolve their business. This could include challenges such as providing compliant, effective & affordable service to customers, limited access to capital, difficulty scaling, preparing for retirement, or the need to focus on core business activities while managing administrative tasks.

At Acen Water, we provide customized solutions to address these challenges, helping you create a strong vision for your future. By partnering with Acen, you join a network that can elevate your company, streamline operations, and offer a clear pathway to long-term wealth creation.

We offer comprehensive solutions to meet your unique needs and advance your business goals.

We Are People-Focused

We Provide:

- » Merger & acquisition sourcing, execution, and integration support
- » Introductions to executives & experts
- » Research & Development expertise
- » Digital Marketing
- » Platform to scale
- » Flexibility to offer additional services and broaden customer base

Benefits Include:

- » Owners continue to have significant equity investment
- » Secure current management and retain top talent
- » Invest for growth in high-performing business
- » Foster employee ownership at all levels





At Acen Water, we're dedicated to building a best-in-class water infrastructure services platform that delivers comprehensive inspection, maintenance, and repair capabilities. As we grow, we aim to expand into complementary services, enhancing our ability to provide customers with a more comprehensive and integrated service offering.

Reasons to Partner with Acen Water

- ✓ Maintain operational independence
- ✓ Reach long-term goals
- ✓ Access to capital
- ✓ Be part of a scalable platform
- ✓ Form strategic partnerships
- ✓ Complement platform portfolio
- ✓ Better asset and labor utilization
- ✓ Gain efficiencies
- ✓ Enhance long-term viability
- ✓ Preservation of Owner Equity
- ✓ Positioned for additional equity gains

Our Offerings Include:

- » Investment in Growth-Oriented Water Companies
- » Leadership Continuity and Talent Acquisition
- » Empowerment Through Employee Ownership
- » Access to Premier Tools and Resources
- » Customer-Centric Approach
- » Enhanced Sales Outreach
- » High-Stakes Support
- » Expert Introductions
- » Strategic and Market Insights
- » Digital Marketing and Lead Generation
- » M&A Support
- » Recruitment Services
- » Access to Premium Resources

Meet the Team



Walter Lynch
Executive Partner

- » Former CEO of American Water
- » Completed over 200 acquisitions and grew revenues from \$2.3B to \$3.8B
- » Served as a director and President (2015) of the National Association of Water Companies
- » Twenty years' experience leading the successful growth of American Water
- » Held multiple executive roles prior to becoming CEO, as COO, and leading various operating subsidiaries

AEA AEA Investors

AEA Investors LP is one of the most well-established private equity firms in the world. AEA boasts an extraordinary global network, including leading industrial families, business executives, and leaders, many of whom invest actively with AEA and serve on portfolio company boards or in advisory roles.



Kevin Kirwan
Executive Partner

- » Former SVP & Chief Operational Excellence Officer at American Water
- » Led the Operational Excellence strategy and the spectrum of internal and external third-party services
- » High degree of technical knowledge regarding all areas of water infrastructure services, water treatment, metering, operational technology and regulatory compliance
- » Forty years' experience with American Water in all aspects of operations and leading continued improvement and positive change

With approximately 110 investment professionals operating globally, AEA manages funds with approximately \$19 billion of invested and committed capital, focusing on middle market companies and small business companies, growth capital, and mezzanine and senior debt investments.

