

INVESTMENT - size

\$1M - 30M

Larger with co-investment partners

REVENUE - range

\$5M - 50M

Smaller for Add-ons

EBITDA - range

\$0.5M - 5M

Smaller for Add-ons

PRIMARY REGION

State of Florida

Expansion potential across Southeast

We Create Market-Leading Growth Platforms Through Our Buy & Build Strategy, Focused on Acquiring and Enhancing Non-Recessionary Essential Services Businesses in the Southeast



Investment Approach

- Long-term ownership focus
- Leveraged buyouts
- Management buyouts
- Buy & build platforms
- Recapitalization & refinancing



Investment Attributes

- Prefer majority stakes
- Emphasize partnership model if possible
- Proven management teams
- Strong and defensible market position
- Focus on sustainable growth potential



Financial Profile

- Stable sales and operating margins
- Historical and projected growth
- High free cash flow conversion
- Attractive working capital profile
- Low capex needs



Industry Attributes

- Fragmented markets ripe for consolidation
- Recession-resilient essential services
- Significant cross-selling opportunities
- Size-to-value arbitrage opportunities
- Population migration driven demand



Execution & Value Creation

- Sellers can choose to retire or stay on
- Active involvement with mgmt. teams
- Expand existing teams & provide trainings
- Preserve brand and culture
- Legacy growth with mgmt. teams

HEADQUARTERS

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