

INVESTMENT MANDATE · 2025

# Venture *Equities*

Equity-First Private Capital · Lower to Middle Market

**\$20M – \$500M**

Investment Size

**\$8M – \$40M+**

Target EBITDA

**5 Priority Sectors**

High-ROIC Focus

**3 – 7 Years**

Hold Period

Venture Equities is an independent sponsor deploying equity capital into lower to middle market businesses across the United States. We acquire control, majority, and minority equity stakes in proven, high-ROIC companies and work alongside management teams to build long-term enterprise value.

## PRIORITY SECTORS

- Specialty & Niche Manufacturing
- Essential Healthcare Services
- Technology-Enabled B2B Services
- B2B Business Services
- Environmental & Waste Services

## OUR TEAM



**Israel Ramirez**

Founder & Managing Partner

israel@ventureequities.com



**Scott Leu, CPA**

Chief Financial Officer

s.leu@ventureequities.com

## VENTURE · EQUITIES

## OUR MANDATE

# Equity-First.

## *Structured to Win.*

We are equity investors. Every transaction begins with an ownership stake — control, majority, or minority. Debt and mezzanine capital are deployed only as structural tools alongside equity, never standalone.

## PRIVATE EQUITY

### Control, Majority & Minority

We invest across control, majority, and minority equity positions in founder-owned businesses, carveouts, and MBOs. Minority positions require a strong, incentivized management team in place.

## MEZZANINE — EQUITY PAIRED

### Subordinated & Preferred Capital

Subordinated debt and preferred equity layered onto an equity position to optimize deal structure. Not a standalone mezzanine product.

## PRIVATE CREDIT — EQUITY PAIRED

### Senior Debt & Unitranche

We deploy senior and unitranche debt only alongside an equity stake. We do not provide standalone credit facilities.

## SPECIAL SITUATIONS

### PIPEs, Recaps & Distressed

Opportunistic equity investments in companies undergoing transitions, recapitalizations, or strategic pivots.

## HOW WE OPERATE

# Disciplined. Decisive.

## *Aligned.*

We are principals, not fund managers. We move with conviction, operate with our own capital on the table, and stay actively involved through the full lifecycle of every investment.

## 01 Sourcing & Selectivity

We review a broad deal universe and advance a small number of opportunities. Every mandate is screened against our five priority sectors and subsector ROIC ratings before diligence resources are allocated.

## 03 Creative Capital Structuring

Our independent sponsor mandate means we structure each deal as it needs to be structured, not the way a fund document requires. We build the capital stack to fit the opportunity.

## 02 Rigorous Underwriting

We go deep fast. Diligence is thorough and efficient. We identify risk early, underwrite conservatively, and structure around it. ROIC quality of the target subsector is validated before any capital commitment.

## 04 Active Value Creation

Post-close, we work directly with management on commercial acceleration, margin improvement, add-on acquisitions, leadership alignment, and exit preparation.

## INVESTMENT CRITERIA

# What We Look For *in Every Deal.*

**01 Business Quality**

- Recurring or repeat revenue base
- Defensible margins & pricing power
- Long-tenured customer relationships
- High return on invested capital (20%+)

**03 Attractive Economics**

- EBITDA of \$8M – \$40M+
- Double digit profit margins
- ROIC 20%+ (green-rated subsectors)
- Consistent free cash flow
- Minimal capex requirements

**05 Priority Sectors**

- Specialty & Niche Manufacturing
- B2B Business Services (contract-based)
- Essential Healthcare (commercial payor)
- Environmental & Waste Services
- Technology-Enabled B2B Services

**02 Management Caliber**

- Integrity & owner-minded leadership
- Smart capital allocation track record
- Operational excellence & execution
- Clear strategic vision

**04 Reasonable Valuation**

- Clear discount to intrinsic value
- Attractive risk-adjusted returns
- Built-in margin of safety
- Structured entry to protect downside

**06 Preferred Situations**

- Minimum 5 years in business
- Founder transitions & liquidity events
- Management-led buyouts
- Minority equity with mgmt continuity
- Corporate carveouts & growth recaps

ALSO PURSUING: *Specialty Environmental Engineering · Proprietary Niche Data Platforms · Defense Electronics (domestic supply chain)*

## TYPICAL TRANSACTION PARAMETERS

Target Company EBITDA	\$8M – \$40M+	Flexible for exceptional high-ROIC situations
Investment Size	\$20M – \$500M	Equity, or equity + debt combined
How We Structure	Equity-First	Debt & mezz paired with equity, never standalone
Value Creation	Operational + Strategic	Commercial growth, margin, M&A, exit prep
Hold Period	3 – 7 Years	Milestone-driven, not arbitrary
Capital Partners	Accredited Investors	Institutional & family office, deal-by-deal

*Ready to start a conversation?*

Whether you are a founder, banker, or accredited investor — we want to hear from you.

**info@ventureequities.com · ventureequities.com**