



We invest in businesses with a small, committed ownership base that have the right scale, maturity, and profile to benefit from our long-term philosophy.

### INVESTMENT CHARACTERISTICS

## Our Framework

|                           |                                  |
|---------------------------|----------------------------------|
| \$3m – \$25m+<br>REVENUE  | \$1m – \$4m<br>EBITDA            |
| 7+ Years<br>BUSINESS AGE  | 45%+<br>GROSS MARGINS            |
| Western U.S.<br>GEOGRAPHY | 51% – 100%<br>ACQUIRED OWNERSHIP |

### INVESTMENT SCENARIOS

- Standard acquisitions and add-ons
- Management buyouts
- Divestitures & Carve-outs
- Recapitalizations
- Turnarounds

### HOW WE HELP



Enhancing Financial Management



Modernizing Technology



Elevating Sales & Marketing



Optimizing Operating Processes



Opening Doors

### DIFFERENTIATED APPROACH

## What Sets Us Apart

### 01

#### Flexibility

We structure deals creatively to meet the unique needs and realities of owners.

### 02

#### Speed

We respond to new opportunities quickly, and we progress from conversation to commitment with clarity. After closing, we empower leadership to act, adapt, and grow without layers of bureaucracy.

### 03

#### Limited Leverage

We don't rely on aggressive debt structures that burden a company or jeopardize its future. We focus on building stable, durable value, not extracting short-term returns.

### 04

#### Long-Term Oriented

We protect what makes a company special, respecting its brand and the people who built it. We invest to be a reliable steward for decades.

### 05

#### Operational Experience

We've owned and operated businesses where leadership is seated closely to the work and every hire carries real weight. This translates into practical solutions.

### 06

#### Deep Committed Network

We provide a trusted network of advisors, operators, and partners that support growth without compromising culture.