



FIRM OVERVIEW & INVESTMENT CRITERIA

Overview

- Private investment firm seeking acquisitions / investments in the lower middle market
- Targeting investments in the healthcare, multi-site consumer and business services sectors
- Dedicated to value creation alongside existing management teams to build category leaders
- Partner with a network of family offices, high net worth individuals and institutional investors

Investment Criteria

- \$10M - \$75M of revenue / \$2M - \$10M EBITDA
- Businesses with strong organic growth prospects and/or platform to pursue actionable consolidation through add-on opportunities
- Recurring revenue and/or strong client retention rates
- Regional leader in large, growing and fragmented markets
- Preference for founder / owner-operated companies
- \$10M - \$50M equity investments; preference for control transactions

PARTNER BIOS

Jonny Miller, Managing Partner

- Over a decade of experience investing in lower middle market companies
- Completed >40 acquisitions in the last 10 years comprising ~\$1.3B of total enterprise value
- Advised on M&A and capital markets transactions comprising >\$115B of total transaction value
- BA, Harvard College

Mario Burstein, Managing Partner

- Advised and implemented value creation plans for companies ranging from \$0.5M to \$5B in enterprise value
- Executed commercial, operational, and financial diligence on 150+ companies
- Interim finance lead for startups and lower middle market companies
- MS, Duke University (Fuqua)

INVESTMENT TARGET THEMES

Healthcare Services

- Remote Patient Monitoring & At-Home Diagnostics
- Home & Ambulatory Infusion
- Developmental Support Services (IDD, TBI, etc.)
- Behavioral Health (Substance Abuse / Psych / Mental Health)
- Veterinary Services
- Women's Health & Postpartum Services
- Men's Health / Hormone Replacement Therapy
- Personal Care Services
- Home Health & Hospice
- Sleep-Related Services
- Hearing Services (Virtual & Clinic-Based)
- Revenue Cycle Management & Billing Services
- Medical Equipment Services
- Consumable Medical Products

Multi-Site Consumer

- MedSpa and Cosmetic
- Tutoring and Learning Disabilities
- Residential Services (Roofing, HVAC, Plumbing, Landscaping)
- Pet-Related Services (Non-Veterinary)
- Auto Services (Car Wash, Auto Repair)
- Children's Amusement Centers

Business Services

- Insurance Distribution & Brokerage
- IT Managed Services Providers
- Business Process Outsourcing
- Accounting & Tax Services
- Workforce Training & Employee Wellness
- Human Capital Management / Staffing Services