



# Transition Capital. Transformation Partners.

Private Equity for Lower Middle Market Businesses

Boston

San Francisco

Richmond

## Transform

Whiskey<sup>3</sup>Capital provides equity financing for successful lower middle market businesses seeking to fund ownership transition and business expansion. We work with business leaders to enhance enterprise value through additional capital, complementary acquisitions, operating improvements and team additions.

## Inspire

We leverage our team members' investing experience, public and private company management experience and proven entrepreneurial success to assist and inspire business managers to lead their companies to their full potential.

## Focus

Our investments are made with personal capital. We are not distracted by fund raising activities, nor are we pressured by typical private equity investment horizons. We will work to close your transaction quickly so that we can focus on helping you succeed.

## Align

Our senior team members work directly with you. We ensure that our interests are aligned with yours and we remain accessible to you post-closing. Above all, we understand that our success depends on your success.

## Desired Business Attributes:

- Defensible Competitive Position driven by Product / Service Differentiation
- Clear Additional Value Creation Opportunities
- Strong CEO / Management Team
- Favorable Industry Dynamics
- North America

## Qualifying Financial Metrics:

- Low to Medium Capital Intensity
- Recurring Revenue Base up to \$100 MM
- History of Stable, Positive Cash Flows between \$2 and \$12 MM
- Reasonable Valuations up to \$80 M

## Preferred Industries / Sectors:

- Software / Proprietary Data Services
- Business Services
- Specialty / Value Added Distribution
- Niche Manufacturing

## Transaction Types:

- Family owned businesses seeking to fund transition to next generation of management
- Management teams seeking to fund non-core operating division acquisition or MBO
- Founder owned businesses seeking growth capital and/or founder diversification
- Passive business owners seeking liquidity

## Ownership:

- Prefer Control Transactions
- Will consider significant minority position in special situations with a clear path to Majority

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