



CHANNELSTONE

CAPITAL PARTNERS

*Investment Firm
Seeking Middle
Market Acquisition*

Seller Benefits

- Liquidity option offering owners the ability to retire or reduce role in daily operations
- Prompt and professional execution
- Commitment to the company's continued growth after sale
- Flexible structure that will consider seller's ambitions, lifestyle and estate planning needs
- Continued commitment to employee retention & development
- Channelstone will invest 100% of its extensive management, financial and leadership experience to the company's success

Channelstone Capital Partners Overview

Channelstone Capital Partners, LLC ("Channelstone") is an investment firm founded by a team of leading executives, entrepreneurs and investors to acquire, actively manage and grow a privately-held middle market company. After purchasing all or the majority of the company, Channelstone will take on senior operating roles enabling owners to retire from daily operations.

Acquisition Criteria

Channelstone seeks to acquire an established business, health or consumer services company that has stable, positive cash flows and EBITDA between \$2mm and \$7mm. We will consider investments that satisfy a majority of the following characteristics:

Financial

- Revenues between \$10mm & \$50mm
- EBITDA between \$2mm and \$7mm
- Operating margins greater than 15%

Management

- Owners or senior management willing to transition out of daily operations
- Experienced second tier management team willing to remain with the company

Business

- Business, health or consumer services
- Long term growth potential
- Large and fragmented market
- Recurring revenue business model
- History of profitability and cash flow
- Medium to low technology

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