



By making sound investments, Laurel enables smaller business to develop & grow into great companies of enduring value ...

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OVERVIEW

Laurel Capital Partners is a private equity firm investing in reasonably-valued smaller companies. Founded in 2007, Laurel focuses on growth equity and buyout investments in business services, financial services, healthcare, aviation services, and specialty manufacturing companies located principally in the eastern half of the United States. The firm will pursue both control and non-control transactions to provide liquidity to shareholders, financing for management buyouts, and capital for growth.

With a combined 15 years of private equity experience, Laurel's principals have extensive relationships with equity and mezzanine co-investors, senior lenders, consultants, and service providers. Conservative leverage and active involvement are hallmarks of the Firm's investment strategy.

INVESTMENT FOCUS

Laurel will invest in reasonably-valued, profitable, smaller businesses - those with revenues of between \$5 and \$50 million and EBITDA of up to \$5 million. Within these parameters, the Firm will focus on companies with platform potential - unique assets and capabilities that, when combined with capital as well as outside expertise, make accelerated growth possible.

INVESTMENT CRITERIA

Transaction Types:

- Equity only
- Control or non-control with minority rights
- Buyouts and/or growth
- Lead or Co-Lead

Sectors:

- Business Services
- Financial Services
- Healthcare Services
- Private Aviation
- Niche Manufacturing

Geography:

- Eastern United States

Financial Profile:

- Revenue: \$5 to \$50 million
- EBITDA: \$1 to \$5 million
- Transaction Size: Up to \$50 million
- Equity Investment: \$1 to \$5 million

Company Characteristics:

- Strong management
- Recurring revenue
- Manageable capital requirements
- Strong gross margins
- Highly variable operating expenses
- Customer-focused
- Unique capabilities/assets