

INVESTMENT CRITERIA

Target Revenue:

\$10 million or greater

Target EBITDA:

\$2 million or greater

Controlling or Substantial Minority Ownership Position

Company Characteristics

- Recurring revenue
- Scalable business model
- Growing end-markets
- Differentiated service platform
- Established brand/market presence

Over \$1 billion of
enterprise value
acquired since
1999

Target Equity Investment: \$15 million - \$30 million



Buyouts: Exits, Succession Planning, Roll-Ups



Growth: Organic Growth, Strategic Acquisitions



Recapitalizations: Estate Planning, Debt/Equity Consolidation



Corporate Divestitures: Strategic Acquisitions, Management Buyouts

INDUSTRIES



Facility Services



Tech-Enabled Services



Outsourced Business Functions

POST-CLOSING INITIATIVES

- Custom growth strategies
- Infrastructure enhancement
- Operational process improvements
- Strategic personnel upgrades
- Market penetration/expansion
- New product/service development



Scan to learn more



Facility Services

- Attractive industry dynamics, strong growth opportunities
- Highly fragmented segment; few leaders and many acquisition targets
- Recurring revenues, consolidation opportunities
- Deep expertise and industry ties



HVAC Services



Commercial Landscaping



STANDPOINT

HOA Management & Restoration Services



Fire & Life Safety Services



Tech-Enabled Services

- Smaller companies with protected niches
- Opportunities to scale, enhance sales
- Recurring revenues with strong margins and cash flow conversion



Technology Solutions & Consulting



Casting & Auditioning Solutions



Online Solutions for Government/Municipal Clients



Healthcare Billing & Payments



Outsourced Business Functions

- Targeting attractive macro trends
- Identify mission-critical tasks requiring specialized knowledge
- Includes BPO, human capital management, consulting and testing & inspection



Specialty Consulting



Industrial Services
Specialty Coatings



Jim Upchurch
President & CEO
jupchurch@caltius.com

Garrick Ahn
Managing Director
gahn@caltius.com

Michael Morgan
Managing Director
mmorgan@caltius.com

Jeff Holdsberg
Managing Director
jholdsberg@caltius.com

Ryan Matthews
Principal
rmatthews@caltius.com

Bennett Faliski
Associate
bfaliski@caltius.com

Lance Wolmer
Associate
lwolmer@caltius.com

Notice to Recipients