

Buyer Reference # 230515

Off to a strong start in 2023, this Buyer is looking to acquire “platform” companies. A platform acquisition is the purchase of a company or business that can be used as a foundation for expanding and growing the business through “add-on” acquisitions. Platform acquisitions can be a key strategy for companies looking to expand their capabilities and reach. By selling to a Buyer like this, business owners are often in a position to retain an equity position and reap even greater rewards down the road. The Buyer will work with you to identify acquisition targets to shift your growth curve and achieve your mutual goals more quickly.

Their high-level investment criteria is as follows:

Size: (* Smaller businesses are also considered)

- **\$10M+ of revenue**
- **\$3M to \$15M of EBITDA**
- **30% minimum gross profit margin**
- **10% minimum EBITDA margin**

Profile:

- **Actionable buy-and-build opportunity**
- **History of consistent, profitable growth**
- **Diversified customer base (largest customer < 20%)**
- **Strong management team (existing team or prospective new team)**
- **Reason for transaction makes sense based on business and Seller circumstances**
- **Asset-light (low capex)**
- **Solid revenue visibility**
- **U.S. and Canada**

If the criteria above describes your company or if you have an interest in discussing the possible sale of your business, please schedule a brief confidential call to discuss the possibilities. Upon request, we'll send our Confidentiality Guarantee for your file.

To schedule your best time for a call, you can use the Calendar Button at www.chelsis.com or use this link: <https://calendly.com/chelsis/getanswers>. Otherwise, you can email me (crhedges@chelsis.com) or call me at 866-842-5151 (Direct).

Established in 1998, Chelsis Financial offers business owners a complimentary review to assess business value and to inform the decision to sell based on a third-party validated asking price. All inquiries are highly confidential, leading to a quiet transfer of ownership. Connecting business owners with active merger & acquisition partners and motivated buyers is our business!

For more information, contact

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