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# ZEN CAPITAL

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**PARTNERS**

We are a private investment firm formed to acquire and operate one privately-owned business in Canada.

## Industries of Interest:

- Business Process Efficiency Enablers
- Niche Software
- Education
- IT Services
- Logistics & Supply Chain
- Industrial Services
- Integration Services/VAR
- Traditional (HVAC, Landscaping)

## We Are Interested in Hearing From:

—Owners of privately-owned companies who want to sell to a “successor” who will continue to grow the business.

— Sell-side business brokers.

— M&A advisors representing a business owner who prefers to sell to a hands-on operator.

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## Investment Criteria

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### Financial Attributes:

- Revenue between \$5 and \$30 million
- EBITDA between \$1 and \$5 million (>10% margin)
- Minimum 3-year history of profitability and positive cash flows

### General Attributes:

- B2B services businesses with low asset-intensity
- High recurring revenues
- Stable, growing, and fragmented industry
- Demonstrable earnings growth

### People Attributes:

- Owner seeking liquidity and ownership transition
  - Owner open to staying on as an advisor and willing to roll-over partial equity
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## Finder's Fee

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We will pay a competitive finder's fees of up to 1.25% of transaction value for a reference and introduction that leads to an acquisition. Contact us to obtain a copy of our finder's fee agreement.

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### CONTACT:

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Visit us on the Web:  
[www.zencapitalpartners.com](http://www.zencapitalpartners.com)

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## Who We Are

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### Sid Singh

#### Founder & Managing Partner

Sid has over 10 years of experience spanning entrepreneurship, software product management, operations, and consulting in hospitality, automotive, food and beverage, pharmaceutical, and technology related industries. He has spent his entire career working directly with C-suite executives in middle market firms. As an entrepreneur, Sid takes a people first approach and will relocate his family and take a direct management role in your business with a commitment to preserve its ongoing success and legacy of your business.

Sid holds MBA degree from the University of Chicago Booth School of Business and has Master of Science in Industrial and Systems Engineering from The Ohio State University.

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## Select Investor List

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