



## Investment Presentation

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### PHONE

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Zen Capital Partners is a Private  
Investment Fund formed to  
Identify, Acquire, and Operate  
One Canadian Company

# Our **Investment** Philosophy

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## **COMMITMENT** TO FUTURE GROWTH

Your brand will be preserved, your employees will be secure, and we will pursue growth to continue to build your business

## **UNIQUE** EXIT OPPORTUNITY

We are open to owner staying on as an advisor and/or willing to roll-over partial equity. We are not a private equity or a strategic buyer.

## **ENTREPRENEURIAL** APPROACH

We will take a hands-on role to grow the legacy of your company.

# Industries **of** Interest

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Niche Software

Logistics & Supply Chain (Non-Asset)

Integration Services/VAR

IT Services

Industrial Services

Education

## We favor industries/businesses with:

High Recurring Revenues

Asset Light Operations

Motivated Seller

Low Capital Intensity

Strong Middle Management

Low Exposure to Exogenous Factors

# Our **Investment** Criteria

We will invest in a business that meets the following financial criteria\*:

**\$5M+** REVENUE



GROWING AND FRAGMENTED  
INDUSTRY

**\$1M+** EBITDA OR OWNER PROFIT

**<10%**

LOW CUSTOMER CONCENTRATION

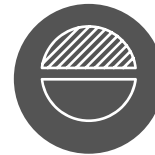
**15%+** PROFIT MARGIN

**3+**

YEARS OF HISTORICAL PROFITABILITY  
AND GROWTH



MULTIPLE AVENUES FOR FUTURE  
GROWTH



HIGH PERCENTAGE OF RECURRING  
OR REPEAT REVENUE

\*We will consider businesses with EBITDA <\$1M under special circumstances

# Our Process



Sign a **Letter of Intent** and begin a **detailed due diligence process**

## Closing

From start to finish the entire process would take approximately 4-6 months

An **introductory call** to learn more about you and the business you lead

Sign an **NDA** to maintain confidentiality for review of high-level financial information

Schedule an **in-person visit** to get to know each other better

# Why Us

*Zen Capital is run by experienced and successful entrepreneurs and investors who will join your management team to continue growing the great business that you've built.*

## PATIENT CAPITAL



Our Investors are long-term focused. We're not a private equity fund looking to squeeze a business and move on after 4-5 years

## PEOPLE CENTRIC



We take a people first approach. We are experienced entrepreneurs and investors who focus on retaining employees and growing customers

## PRESERVE YOUR LEGACY



We provide you a succession plan where your legacy is preserved and your business continues to grow in the care of a responsible team

# Our Investor Base



Assets Under Management (AUM) > \$1Billion  
120+ Portfolio Companies



90% of our investors are graduates of top tier MBA programs like Harvard, Stanford, Chicago-Booth, Wharton, Toronto Rotman, and Ivey MBA programs



Global investor base from Canada, USA, Europe, and Asia



Patient Investor Capital with long term horizons



AI GLOBAL  
INVESTMENT COMPANY



\*Complete Investor List is available upon request



# Contact us



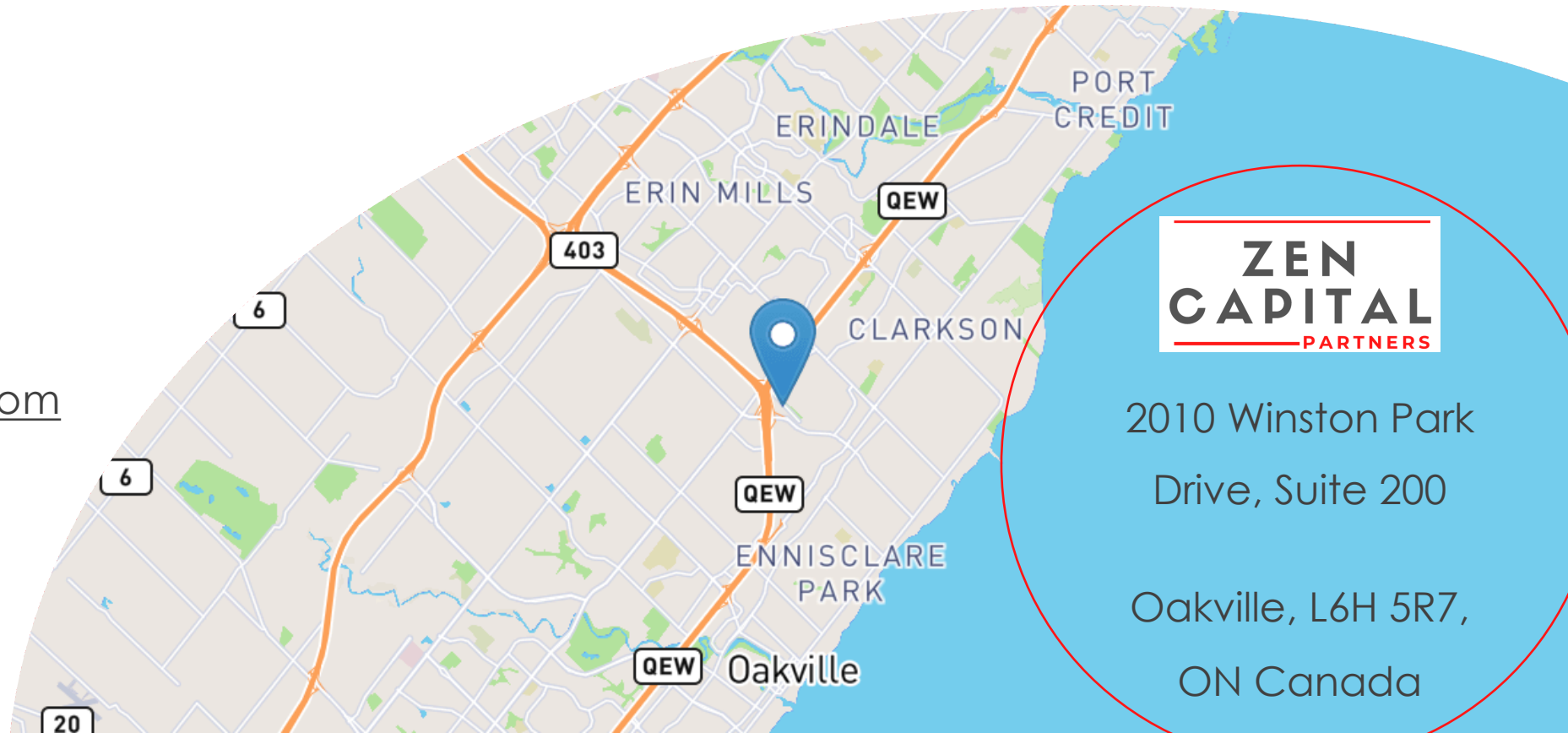
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# Appendix

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## Finders Fee



We will pay a competitive finders fee of up to 1.25% of the transaction value for a reference and/or an introduction that leads to a successful acquisition.

[Contact Us](#) to obtain a copy of our finders fee agreement