Who we are



What we're looking for



REP is run by its two founders - Marc and Wei. Together, we bring deep experience in small & family businesses, M&A, and growth planning & execution.

Our ethos centers on collaboration, prioritizing people first, and unwavering bias to action, embodying what we see as pillars of a successful enterprise and our own life experiences. Industry

- B2B or government industrial services
- Non-cyclical market
- Clear customer niche
- Customer perceive service as critical
- Fragmented player landscape
- High barriers of external entry

- Profile
- Annual revenue: \$5-20M
- **EBITDA:** \$1-5M
- Positive trajectory of organic revenue and EBITDA growth
- Low capital needs
- Strong value proposition with stable recurring revenue/low churn
- Long employee tenure
- Sterling reputation in market

Context

- Owner seeking exit/liquidity from private company
- Owner desires a more focused role (e.g., board seat)
- Serial entrepreneur ready for next venture
- REP to make a controlling equity investment while maintaining alignment with existing management

Sample industries of interest (non-exhaustive)

- Street sweeping
- Environmental remediation
- Hydro-excavation
- Pipeline CCTV inspection
- Asphalt maintenance

- HVAC / plumbing / electric
- Building safety
- Lawn care
- Janitorial
- Outsourced laundry

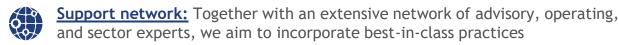
Why us

We are differentiated from other buyers

| | RIPPLEQUITY | Others (Private Equity, Strategic Buyers) |
|--|---|---|
| Company goals | Long-term, conscientious growth - leveraging past success drivers | Financial engineering and cost synergies to maximize ROI |
| Level of commitment | 100% dedication of our effort and attention | Nested in a larger portfolio |
| Company's FUTURE future strategy | Intentional changes with guidance from seller / mgmt. team | Generic playbook with limited contextual considerations |
| Hime Investment time | 'Built to last' mentality, investing for the future | 3-5 years, with high pressure to show immediate impact |
| Deal terms | Flexible to meet the needs of seller | Driven by institutional investors / lenders, larger corporate demands |

... and are committed to your company's legacy

People-focused: We prioritize building a strong relationship with your employees, ensuring continuity to enable a smooth and transparent transition



<u>Growth mindset:</u> We bring the tenacity and environment to explore growth opportunities while delivering high-quality service

Investment process

C Buyers) C Buyers) C - A weeks C - We begin with 2-3 introductory calls, learning about your story, objectives and priorities. If there is mutual fit, we may request basic info (e.g., income statement) to share a preliminary value range for your business. C - Initial diligence and Letter of Intent (LOI) If purchase price is agreeable, we may request additional info and a company visit to familiarize ourselves. If there is continued interest, we will submit a Letter of Intent (LOI), a non-binding document outlining an agreement in principle for us to purchase the business and outlines key terms.

- Due diligence

During this stage, we will collaborate with you to engage the management team, employees, customers and suppliers to ensure we have the full picture, and are positioned for a smooth transition.

2-6 months

We will aim to be efficient and thorough while maintaining transparency, confidentiality and curiosity.

With diligence done, we will finalize the legal documentation, bringing the transaction to a close.

- Closing

With closing, we will sign the final documents, wire the funds and celebrate together! We will work closely for the transition, ensuring that your legacy thrives.