

## About:

Pareto Capital Partners LLC (PCP) is a private investment firm seeking investments in the lower middle market. The firm looks to partner with owner/managers and prides itself on a highly collaborative approach to investing and value creation. Built on a foundation of integrity, transparency and passion for growing businesses, PCP looks to build industry-leading companies in partnership with management and fellow stakeholders.

## Investment Criteria:

Size / location	Business attributes	Types
<ul style="list-style-type: none"> <li>➤ \$3 - \$10 million of LTM EBITDA</li> <li>➤ U.S. based, East of Rockies</li> </ul>	<ul style="list-style-type: none"> <li>✓ In growing sectors/industries</li> <li>✓ Predictable, stable revenue stream characterized by recurring or reoccurring revenues and strong, diverse customer relationships</li> <li>✓ Exhibits network effects</li> <li>✓ Defensible competitive moat</li> <li>✓ Low asset intensity</li> <li>✓ Committed management team</li> </ul>	<ul style="list-style-type: none"> <li>❖ Recapitalizations</li> <li>❖ Management Buyouts</li> <li>❖ Situations where partnership dynamics are of paramount importance</li> <li>❖ Primarily control investments or in partnership with like-minded investors</li> </ul>

## Sectors of Focus:

Healthcare	Business Services	Consumer Services
<ul style="list-style-type: none"> <li><input type="checkbox"/> Outsourced administrative services</li> <li><input type="checkbox"/> HCIT</li> <li><input type="checkbox"/> Payor services</li> <li><input type="checkbox"/> Pharma services</li> <li><input type="checkbox"/> Behavioral health</li> <li><input type="checkbox"/> Provider services</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Employee Health &amp; Safety (EHS)</li> <li><input type="checkbox"/> Facility services</li> <li><input type="checkbox"/> Governance, Risk &amp; Compliance</li> <li><input type="checkbox"/> Information/data services</li> <li><input type="checkbox"/> Insurance Services</li> <li><input type="checkbox"/> IT Services</li> <li><input type="checkbox"/> Professional / Consulting</li> <li><input type="checkbox"/> Tech-enabled services</li> <li><input type="checkbox"/> Testing, Inspection, Certification &amp; Compliance (TICC)</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Residential services</li> <li><input type="checkbox"/> Franchisors</li> <li><input type="checkbox"/> Facility-based services</li> <li><input type="checkbox"/> Online / membership</li> </ul>

## What to expect from us:

### Our Mission

To accelerate company growth and capital appreciation in a thoughtful, strategic and collaborative way that relies on shared ownership, focus and accountability. Responsibly earn and share investment profits with fellow investors, management, employees and other stakeholders.

### Our Values

- Operate with integrity and honesty, in an ethically responsible manner.
- Collaborative, respectful and humble approach valuing diversity of input and stakeholders.
- A passion for building and growing businesses with a sense of urgency and focus.
- Transparent, open and effective communications.
- We do what we say we will do, aiming to under promise and overdeliver.
- An aspiration that our business partners will respect and honor our core values as we do theirs.

## Contact Us:

[Pareto Capital Partners LLC](#)  
[www.paretocapitalpartners.com](http://www.paretocapitalpartners.com)  
Connecticut | New York

Erik A. Scott, Managing Member, (617) 306-4000 m  
[info@paretocapitalpartners.com](mailto:info@paretocapitalpartners.com) or [eriks@paretocapitalpartners.com](mailto:eriks@paretocapitalpartners.com)