

WOODDALE CAPITAL

OVERVIEW

Wooddale Capital is a Minneapolis-based private investment firm focused on investing in lower middle market businesses. We seek to make long-term investments in companies that have potential for significant growth. Wooddale Capital directly invests its own funds to support growth, liquidity, and ownership transitions. Since we are not a fund, our focus is on long-term growth and value creation and we have the ability to remain a partner for the long term.

INVESTMENT STRATEGY

Wooddale Capital seeks to work closely with management teams to foster and build value over time through a combination of organic growth initiatives and acquisitions. To achieve success, we work directly with management, providing expertise and guidance in the following critical areas:

- Developing and executing a strategic plan to create long-term value
- Recruiting additional management, if needed
- Creating a disciplined focus on operational improvements
- Financing growth
- Identifying and negotiating add-on acquisitions

INVESTMENT FOCUS

Company Characteristics

- Established or proven business model
- Favorable growth trends
- EBITDA of \$500,000 - \$3,000,000
- Recurring Revenue
- Historically positive cash flow
- Scalable business models

Transaction Types

- Ownership transitions or liquidity
- Management buyouts
- Divestitures of non-core divisions
- Recapitalizations
- Full to majority ownership

Target Industries

- Manufacturing
- Value-Added Distribution
- Business Services and Fulfillment
- Healthcare Products and Services

Wooddale Capital welcomes investment proposals and referrals from business owners, executives, investment bankers, business brokers, lenders, attorneys, accountants and other parties.

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