

Welsh House is a private investment firm focused on acquiring and operating a single, high performing business, and is the **exceptional option for company transition**.







By taking on the role of both investor and operator, **we offer a compelling alternative** for business owners considering a sale of their company when compared to traditional private equity or strategic buyers.

We bring an **entrepreneurial mindset** and a **tested and proven long-term investment approach**.

The ideal target company has the following characteristics:

Industry	<ul style="list-style-type: none"> Growing steadily and projected for more growth Lower correlation to market cycles (i.e. product or service resiliency) Large and fragmented with relatively few dominant players
Company	<ul style="list-style-type: none"> Revenues between \$15m-\$100m & annual free cash flow greater than \$3m At least 3 consecutive years of profitability greater than 10% High degree of recurring, high-quality revenue Strong organic growth potential Low capital intensity Strong middle management and exemplary work culture
Ownership	<ul style="list-style-type: none"> Owner who has decided on (or entertaining) an exit with no clear transition plan At least 70% stake available for sale Privately held and based in the U.S.

How it works:

<p>Step 1: Get in touch</p> 	<p>Step 2: Go deeper</p> 	<p>Step 3: In-person meet</p> 	<p>Step 4: Letter of intent</p> 	<p>Step 5: Final diligence</p> 	<p>Step 6: Close & celebrate</p> 
<p>Email or call Kyle for an informal, confidential introduction. We are always excited to meet owners and learn about their business.</p>	<p>If we have uncovered mutual benefits to continuing a relationship, we may request more detailed information after signing an NDA.</p>	<p>Kyle will travel to you. Let's get to know each other and explore our potential. A rough valuation has been communicated and is agreeable.</p>	<p>After receiving additional information about the company, if still interested, we would submit an LOI as a next step with key terms.</p>	<p>After aligning on terms, price, structure, etc., we will complete final diligence as a last step before consummating a transaction.</p>	<p>If everything checks out, final documents will be signed, we will wire you the funds, and at that time a celebration will be in order!</p>

Why Welsh House?

Welsh House is a tribute to Kyle's grandparents who overcame a mountain of adversity to improve their lives and the lives of others through a tireless work ethic, always operating with integrity, and drawing on traditional family values... similar to how WH will operate as a business owner.



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