

Many of these buyers will share (or pay) our fee.

For a full discussion of these buyers, contact:

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Buyer Profile – Ref#250322

This buyer is an independent sponsor with a disciplined, long-term investment approach focused on acquiring and operating lower middle-market businesses. With access to both SBA and investor-backed financing, they are actively searching for opportunities across the Midwest and nationally, with a preference for manufacturing, distribution, and B2B service companies. Their sweet spot includes businesses generating \$5M–\$60M in revenue and \$1M–\$6M in EBITDA, with an ideal transaction size around \$35M. Key industries of interest include healthcare, software, and food and beverage manufacturing.

They prioritize acquiring majority ownership (typically 80–100%) and seek companies with stable cash flow, minimal seasonality, and a strong cultural foundation. This buyer is not driven by exit timelines or rapid flips; instead, they aim for patient, hands-on ownership with a commitment to preserving legacy, supporting existing teams, and nurturing steady, long-term growth. Their thoughtful approach and transparent deal structures make them an ideal fit for owners who care deeply about the future of their business and want to ensure it's placed in capable, values-aligned hands.

Buyer Profile – Ref# 250319

This buyer is interested in acquiring businesses in various sectors including manufacturing, B2B service, B2C service, and potentially retail. They are looking for companies with annual revenues ranging from \$5,000,000 to \$100,000,000 and adjusted EBITDA from \$1,000,000 to \$100,000,000. The preferred transaction size is around \$25,000,000. The buyer is open to considering minority interests and prefers to be informed about relevant sell-side opportunities.

Buyer Profile – Ref#250307

This buyer is interested in acquiring businesses in the manufacturing, B2B service, B2C service, and international sectors, specifically in the USA, Canada, Australia, New Zealand, and Western Europe. They are looking for opportunities with an adjusted EBITDA ranging from \$400,000 to \$15,000,000. Financing will be arranged through SBA and seller financing, with additional support from investors. They prefer to be informed about relevant sell-side opportunities and are open to discussing dedicated acquisition searches.

Buyer Profile – Ref# 250302

This buyer is interested in acquiring businesses in the manufacturing sector with annual revenue ranging from \$10 million to \$200 million and adjusted EBITDA between \$1 million and \$35 million. They prefer transactions around \$50 million. The buyer is a traditional funded sponsor and a buyout sponsor, planning to use SBA financing and requiring some seller financing. They are open to considering minority interests and prefer national opportunities. The buyer is looking for relevant sell-side opportunities.

Buyer Profile – Ref# 250312

This buyer is actively seeking established, profitable businesses in the DFW Metroplex with \$500k-\$2M in Seller Discretionary Earnings (SDE). The focus is on non-discretionary or essential industries with a stable customer base and opportunities for growth. Ideal candidates have strong teams and loyal customers. The buyer prefers businesses with 5+ employees and some management in place, and values alignment with the seller. Additionally, the buyer is interested in B2B services, niche manufacturing, and events or production companies, but excludes food and beverage, retail, or luxury goods. The buyer has significant financial resources and experience in capital raising, with investors ready to support acquisitions.

Buyer Profile – Ref#250312

This buyer is interested in acquiring manufacturing businesses with annual revenues ranging from \$2,000,000 to \$30,000,000 and adjusted EBITDA between \$1,000,000 and \$3,000,000. They plan to use SBA financing and may require some seller financing, with additional support from investors. The buyer prefers national opportunities and is focused on manufacturing industries. They are looking for platform companies with significant product and technology innovation that can drive sustainable advantages. The buyer is open to considering minority interests and prefers stable situations to build upon rather than turnaround scenarios.

Buyer Profile – Ref# 250303

This buyer is an independent (unfunded) sponsor and a buyout sponsor. They are interested in acquiring businesses in the manufacturing and B2B service sectors. The buyer is looking for opportunities with annual revenue ranging from \$25 million to \$150 million for manufacturing and \$20 million to \$100 million for B2B services. They seek adjusted EBITDA between \$5 million and \$12 million for both sectors, with the best transaction size being around \$50 million. The buyer prefers to be informed only about relevant sell-side opportunities.

Buyer Profile – Ref# 250312

This buyer is interested in acquiring businesses in the B2B and B2C service sectors, with platform requirements including annual revenue between \$5,000,000 and \$25,000,000, and adjusted EBITDA between \$2,000,000 and \$15,000,000. The best transaction size is \$25,000,000. The buyer plans to use SBA financing and may need some seller financing, with investors providing additional financing. They are open to considering a minority interest and prefer national acquisition opportunities. The buyer is looking for relevant sell-side opportunities and is willing to discuss a dedicated acquisition search, as well as review a blanket non-exclusive buy-side agreement.

Buyer Profile – Ref# 250225

This buyer is interested in acquiring businesses in various sectors including Manufacturing, Distribution, B2B Service, B2C Service, and Retail. They are open to national opportunities and collaborate with investors when the right deal is found. The buyer prefers to be informed about relevant Sell-Side opportunities.

Buyer Profile – Ref# 250227

This buyer is focused on acquiring businesses that serve the military and first responder communities. They are interested in industries such as manufacturing, distribution, B2B service, B2C service, and retail. The keywords that best describe their interests include military, government, defense, police, law enforcement, EMS, medical, and medicine. They are an individual buyer who plans to arrange financing when the right business is found, with a preference for SBA financing and some seller financing. They are open to considering a minority interest and prefer to be actively involved on a daily basis. They would like to be informed about relevant sell-side opportunities and are open to discussing a deal-specific buy-side agreement.

Buyer Profile – Ref#250217

This buyer is an Independent Sponsor representing a Private Equity firm with a personal investment amount of \$100,000,000. They collaborate with investors when they find the right deal and have funds already in place. Their acquisition criteria include national and international locations, specifically in the United States, Canada, Mexico, and Latin America. They are interested in businesses with annual revenue between \$10M and \$200M and adjusted EBITDA between \$3M and \$20M, with the best transaction size ranging from \$40M to \$150M.

Keywords: Tech enablement, digital adaptation, optimization, growth through acquisitions, value-added manufacturing, prototyping, specialty packaging, short run/medium run production, advisory services, engineering, maintenance, repair, overhaul, asset-light logistics, legal services, niche staffing, consulting, testing, inspection, business process outsourcing, RCM, passion-driven products, professional purchases, active lifestyle brands, self-identification products.

Marked Relationships: Passive (need management team), Only inform about relevant Sell-Side opportunities, Consider a non-exclusive Buy-side Agreement, Request for Buy-side Agreement review, Interested in discussing a Dedicated Acquisition Search.

Buyer Profile – Ref# 250224

This buyer is interested in acquiring businesses in the central, south, and midwest regions. They are looking for opportunities in B2B and B2C services, manufacturing, distribution, and retail sectors. The buyer prefers businesses with annual revenue of at least \$5,000,000 and adjusted EBITDA of at least \$1,000,000, with the best transaction size being \$5,000,000. They plan to use SBA financing and collaborate with investors when they find the right deal. The buyer is passive and needs a management team, and they are open to considering minority interests. They are seeking relevant sell-side opportunities and are interested in discussing a dedicated acquisition search.

Buyer Profile – Ref# 250218 Jorge

This buyer is involved in the acquisition of businesses and prefers to be actively involved on a daily basis. They are interested in purchasing right away and would consider a minority interest. Their funding is already in place. The buyer is looking for opportunities nationwide and has specific criteria for platform requirements, including annual revenue between \$5,000,000 and \$1,000,000,000 and **adjusted EBITDA between \$500,000 and \$55,000,000. The best transaction size is \$5,000,000.** They are interested in industries such as manufacturing, distribution, B2B service, B2C service, and retail. The buyer seeks relevant sell-side opportunities. They emphasize their values-driven approach and their in-

house operations team of 25 members, which supports business founders and leaders daily.

Buyer Profile – Ref#250218 Jori

This buyer is interested in passive investment opportunities and prefers to be informed only about relevant sell-side opportunities. They represent a private equity firm with funds already in place and have a preference for acquisitions in Texas and Oklahoma, as well as nationally. Their acquisition criteria include businesses with annual revenue of \$10M+ and adjusted EBITDA between \$500K and \$5M, with the best transaction size ranging from \$5M to \$25M. The buyer is open to various industry types, including manufacturing, distribution, B2B services, B2C services, and retail, with specific interest in categories such as wholesale trade, building materials, hardware, garden supply, mobile home dealers, and electric, gas, and sanitary services. They emphasize a stewardship approach, avoiding "strip and flip" tactics and typically using zero acquisition debt.

Buyer Profile – Ref# 250218 Dom

This buyer is actively involved on a daily basis and is interested in relevant Sell-Side opportunities. They are open to discussing a Dedicated Acquisition Search and would consider a non-exclusive Buy-side Agreement. The buyer collaborates with investors when they find the right deal, and their funds are already in place. They focus on essential, non-discretionary services businesses across the United States and Canada, employing a combined organic and buy-and-build strategy. Their acquisition criteria include national locations with an adjusted EBITDA range of \$2,000,000 to \$35,000,000. Key industries of interest include distribution and B2B services.

Buyer Profile – Ref# 250218 Jason

This buyer is actively involved on a daily basis and is interested in acquiring businesses with a national presence. They are an independent sponsor with a personal cash down payment of \$5,000,000 and collaborate with investors when the right deal is found. Their acquisition criteria include businesses with an adjusted EBITDA ranging from \$500,000 to \$5,000,000 and a transaction size between \$8,000,000 and \$25,000,000. The buyer is particularly interested in industries such as manufacturing, distribution, B2B service, B2C service, and retail. They prefer to be informed only about relevant sell-side opportunities and plan to use SBA financing for acquisitions.

Buyer Profile – Ref# 250218 Colin

This buyer is actively involved on a daily basis and is looking to make a purchase within 3 months. They are interested in acquiring businesses in the Nashville Metro Area with annual revenues ranging from \$3M to \$30M and adjusted EBITDA between \$750k and \$1.5M. The preferred transaction size is \$6M. The buyer is particularly focused on B2B services, including commercial and professional services, as well as transportation/logistics. Additionally, they are interested in B2C services, specifically residential services. The buyer plans to use SBA financing and has personal cash for a down payment of \$600,000. They are a Navy veteran with a strong work ethic and a "can do" spirit.

Buyer Profile – Ref# 250217

This buyer is actively involved in daily operations and is looking to make a purchase within 12-24 months. They are an independent sponsor with a personal investment amount of \$1,000,000 and collaborate with investors when the right deal is found. Their funds are already in place, and they plan to use SBA and seller financing, along with investor financing. The buyer prefers acquisitions within 2-3 hours of West Michigan, with annual revenue between \$5-\$50 million and adjusted EBITDA between \$1-\$5 million. Ideal transaction sizes range from \$5 million to \$35 million. They are interested in businesses in manufacturing, distribution, B2B service, B2C service, and retail sectors. The buyer values keeping businesses in their local communities and has a diverse set of experiences across industries. They are interested in relevant sell-side opportunities and would consider a non-exclusive buy-side agreement.

Buyer Profile – Ref#250217 Charles

This buyer is interested in acquiring businesses in the manufacturing, distribution, and B2B service sectors. They are looking for opportunities with annual revenue between \$3,000,000 and \$15,000,000 and adjusted EBITDA ranging from \$600,000 to \$2,000,000. The preferred transaction size is 4-5x EBITDA. The buyer is open to national acquisitions and requires some seller financing, with a personal cash down payment of \$5,000,000. They have a history of successfully acquiring and growing companies, including starting and selling a marketing agency and scaling Google-backed companies. The buyer prefers to be informed only about relevant sell-side opportunities and is considering a non-exclusive buy-side agreement.

Buyer Profile – Ref# 250217 Peter

This buyer is actively involved on a daily basis and is interested in relevant sell-side opportunities. They are open to discussing a dedicated acquisition search and would

consider a non-exclusive buy-side agreement. Their funds are already in place, and they have a preference for national and international acquisitions, specifically in Canada. The buyer is interested in businesses within the manufacturing, distribution, B2B service, B2C service, and retail sectors. They have a history of working with founder- and family-owned businesses, providing support to management teams, and emphasizing transparency and fair communication.

Buyer Profile – Ref# 250217 Ronald

This buyer is actively seeking acquisition opportunities and is ready to make a purchase as soon as possible. They have significant experience in buying and turning around businesses, having successfully acquired 7 companies and improved the profitability of 15 others. The buyer is interested in sell-side opportunities and prefers to be informed only about relevant ones. They are open to discussing a Dedicated Acquisition Search and would consider a non-exclusive Buy-side Agreement.

The buyer's funds are already in place, indicating strong financial readiness for acquisitions. They have a national preference for acquisition locations and are particularly interested in businesses within the manufacturing sector, including precision machining and industries related to aerospace, semiconductor, and medical fields. Additionally, they are interested in B2B services such as non-destructive testing, maintenance, and repair.

Keywords: acquisition, sell-side opportunities, manufacturing, precision machining, aerospace, semiconductor, medical, B2B services, non-destructive testing, maintenance, repair, financial readiness, turnaround expertise.

Buyer Profile – Ref#250217 Phil

This buyer is an independent sponsor representing a private equity firm with a personal investment amount of \$500,000. They collaborate with investors when they find the right deal and have funds already in place. The buyer is interested in acquiring businesses in manufacturing, distribution, and B2B services, with a focus on transitioning to next-generation leadership, growth, and scale. They prefer national acquisitions and are looking for opportunities with an adjusted EBITDA between \$1 million and \$8 million. The buyer is seeking sell-side opportunities.

Buyer Profile – Ref# 250217 Farah

This buyer is interested in acquiring businesses with a national presence and has committed capital from investors. They are professional investors with a track record of numerous private equity deals. Their acquisition criteria include businesses with annual revenue between \$5 million and \$50 million and adjusted EBITDA between \$1 million and

\$7 million. They are particularly focused on B2B services, manufacturing, distribution, B2C services, and retail sectors. The buyer prefers to be informed only about relevant sell-side opportunities and has funds already in place for acquisitions.

Keywords: professional investors, private equity, committed capital, national presence, B2B services, manufacturing, distribution, B2C services, retail, sell-side opportunities, acquisition criteria.

Summary: The buyer emphasizes their professionalism, efficiency, and fair treatment in deals. They understand the unique considerations of small businesses, including founder succession issues and imperfect records. Their approach is human-centric, aiming for all stakeholders to feel positively about the transaction process.