

## DILWORTH CAPITAL OVERVIEW

Dilworth Capital is an entrepreneurial investment firm seeking to acquire, operate and grow a single small to medium-sized, privately held business. We seek to acquire full or majority ownership stakes in the operating businesses. We aim to maintain an active presence in the operating company, collaborating with existing management and uncovering growth opportunities to maximize their potential. We will work closely with you the business owner to craft a deal that meets your financial objectives and leaves the business positioned for long term success.



## WHY DILWORTH CAPITAL?

We offer an attractive alternative to more traditional forms of exit and will help facilitate a liquidity event that is personalized to your individual needs and circumstances. Our aim is to work with you to position the business that you built for continued long-term success.

Our team includes serial entrepreneurs, operators and investment professionals, who have a collective wealth of experience investing in and growing businesses, assuring you that your company will continue to thrive and your legacy will endure.

## INVESTMENT FOCUS

### Industry

- Sizable and growing
- Sticky business model with recurring revenues
- Fragmented market
- Straightforward operations
- Minimal cyclicity

### Company

- History of profitability (minimum 3-years)
- Unique competitive advantage with potential for continued growth
- Low working capital needs
- No strong customer or supplier concentration

### Financial

- Minimum annual EBITDA of \$750,000
- EBITDA margin of >15%
- Annual revenue between \$1.5M and \$20M
- Minimum of 50% recurring revenue
- Historical revenue growth of at least 5% annually

### Context

- Entrepreneur is seeking to retire or exit without an obvious successor in mind
- Entrepreneur wishes to have a reduced role in the business going forward
- Entrepreneur is looking to divest a non-core asset

## BACKGROUND

### Tom Braxtan

Tom is a Managing Partner and founder of Dilworth Capital, LLC. Tom has extensive investment banking experience, having worked at Stifel Financial and Wells Fargo Securities. At both investment banks Tom was involved with the origination and execution of M&A advisory, equity and debt capital transactions for International and U.S. clients. Tom also has significant operational experience from his role as a plant engineer at Three Mile Island Unit 1 with Exelon Nuclear, where he planned and led several large-scale projects.

Tom has experience across a broad range of industries including utilities, construction and healthcare. In addition to his broad range of experiences he has developed significant business acumen from his role as an investment banker and his education which includes an MBA from New York University's Stern School of Business, where he was awarded academic distinctions and was a leader of his class which elected him as the Executive Vice President of the program. He also received BS and MS in Civil Engineering from Lehigh University.

**Please get in touch with us so we can get to know you better. We would appreciate the opportunity to learn more about your business and how we can help you in achieving your goals.**

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