

FOR INTERMEDIARIES

At Dilworth Capital, we know that completing a transaction can be a long, complicated and difficult undertaking for intermediaries. Our goal is to ensure a smooth process as we work closely with you towards an outcome that is mutually beneficial. We are committed to moving the process forward in a timely fashion when we find a high quality opportunity. We are also committed to paying a fair price for a business that fits our investment criteria. We welcome opportunities that meet our criteria beyond your current mandates and will provide fair compensation for those leads.



Attractive Referral Fee:

We pay an attractive referral fee to any intermediary that introduces a successful transaction and we believe that everyone should be rewarded fairly and promptly for their contributions.

Efficient Process and Timely Closing:

We will be engaged during a transaction as we work efficiently to move a process along, taking the time to properly raise issues as they occur.

Creative Solutions for Owners:

We have the flexibility to structure a transaction to suit the needs of an owner, whether it pertains to lifestyle needs, tax planning requirements or a desire for ongoing involvement.

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 co-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 financing 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 an BS and MS in Civil Engineering from Lehigh University.

We would appreciate the opportunity to learn more about the businesses you have been mandated to sell in addition to any other potential business leads you can provide.

Tom Braxtan
Email: Tom.Braxtan@DilworthCap.com
Mobile: 941.779.8235
Office: 704.310.5646

WWW.DILWORTHCAP.COM