

## Capital for Growth Companies

Backed by a premier group of institutional investors, Vicente Capital partners with management teams to make non-control and control investments in privately held growth companies across North America.

### General Parameters

- Recurring revenue and/or long customer lifecycle
- Product or service that is critical to the end user
- High barriers to entry such as regulatory hurdles, intellectual capital or proprietary technology
- Management team with extensive industry expertise
- Headquartered in North America

### Transaction Parameters

- Non-control or control ownership interest
- Growth capital or recapitalizations
- Investment size of \$10 million to \$30 million
- Preferred stock or structured equity
- Enterprise value less than \$100 million

### Financial Parameters

- Revenue of \$10 million to \$50 million
- EBITDA of \$3 million to \$20 million
- Annual growth rate above 15%
- EBITDA margins above 15% at maturity
- Low ongoing capital requirements

## Representative Business Sectors

### Business Services

- Outsourced services
- Internet services
- Telecom services

### Consumer Services

- Healthcare services
- Residential delivery
- Education / E-learning

### Specialty Manufacturing

- Aerospace & defense
- Environmental products
- Networking/telecom equipment

## Our Team

Vicente Capital's investment professionals have a proven track record of investing in and helping grow small companies into solid middle market businesses, generating liquidity for management teams and exceptional returns for our investors.

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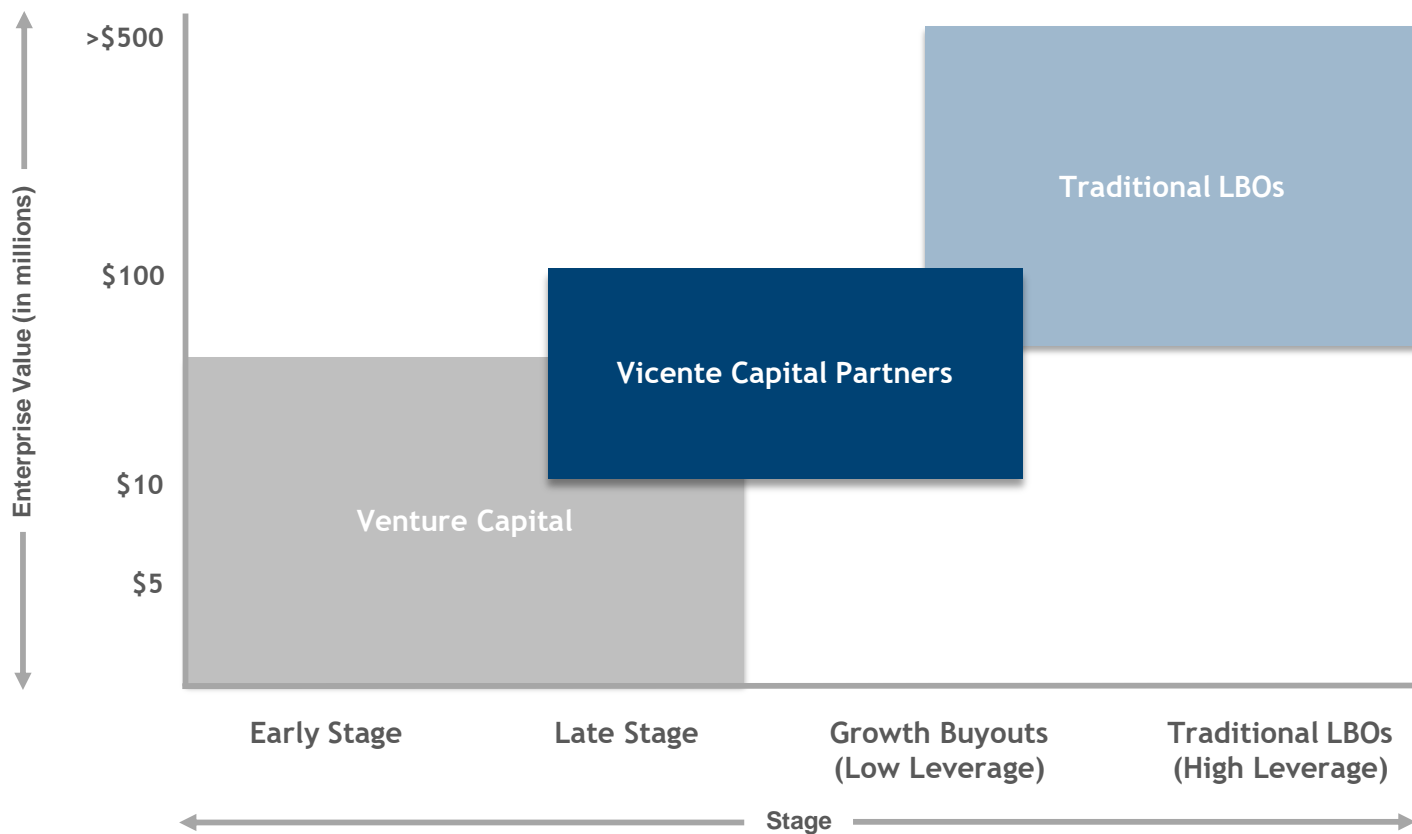
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## Our Target Market



## Selected Transactions of the Vicente Capital Investment Professionals

