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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 \$5 million to \$25 million
- Preferred stock or structured equity
- Enterprise value less than \$50 million

Financial Parameters

- Revenue of \$5 million to \$50 million
- Within 12 months of profitability or EBITDA up to \$5 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.

Jay Ferguson, Managing Partner
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Klaus Koch, Managing Partner
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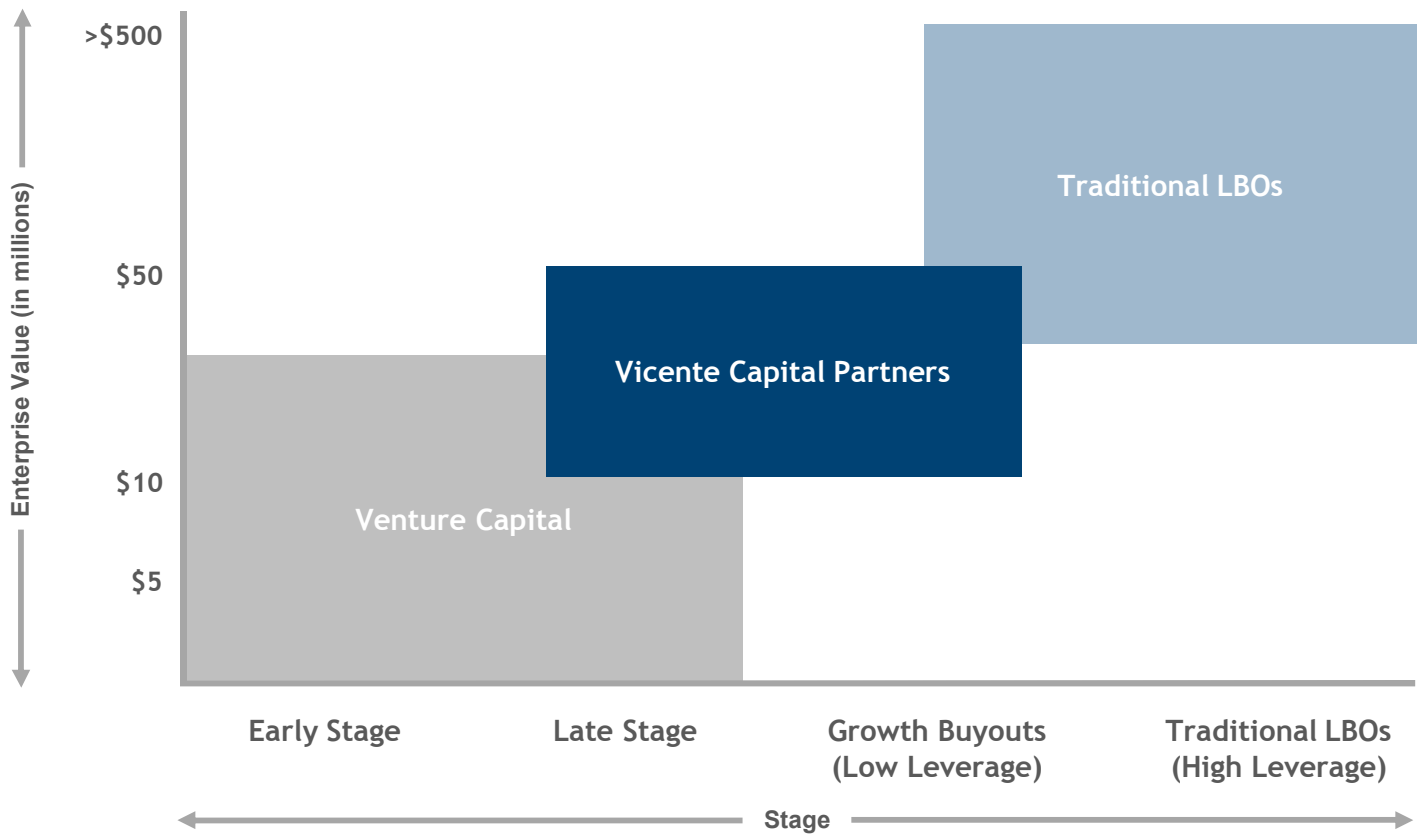
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Our Target Market



Selected Transactions of the Vicente Capital Investment Professionals

