

# Founders Equity

## CREATE THE OPPORTUNITY

Actively Managed Private Equity Investments Since 1969

- Since 1969, Founders Equity has been actively engaged in private equity investing and in assisting the growth of small to mid-cap enterprises.
- We focus on recapitalization or buyouts of established businesses, management teams pursuing an acquisition growth strategy, and later stage growth equity investments.
- In contrast to many private equity firms, we are not solely financial buyers. Our principals are entrepreneurs who have started and managed businesses.
- We have approximately \$135 million of capital under management, consisting of \$115 million from our SBIC Fund and a \$20 million co-investment fund with the New York State Common Retirement Fund. **50% of our capital is still available to invest and we are actively seeking new investment opportunities.**

### Longevity

*Investing in small companies for more than 30 years*

### Experience

*Hands-on operating management experience*

*Able to identify niche business trends and opportunities*

*Active Board Members – Extensive Public & Private Company Experience*

### Track Record

*Top-Quartile return performance in excess of 40%*

## FOUNDERS EQUITY INC.

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### EQUITY INVESTMENT

- Up to \$10 million per transaction
- Up to \$25 million per transaction with co-investors

### COMPANY SIZE

- Revenue \$20 to \$150 million
- \$2 to \$15 million of Operating Profit (EBITDA)

### COMPANY PARAMETERS

- Above average growth prospects
- Strong barriers to entry in its market area
- Has in place or employs motivated, insightful, incentivized management
- Operates in fragmented industry offering consolidation opportunities
- Underperforming business that can be repositioned

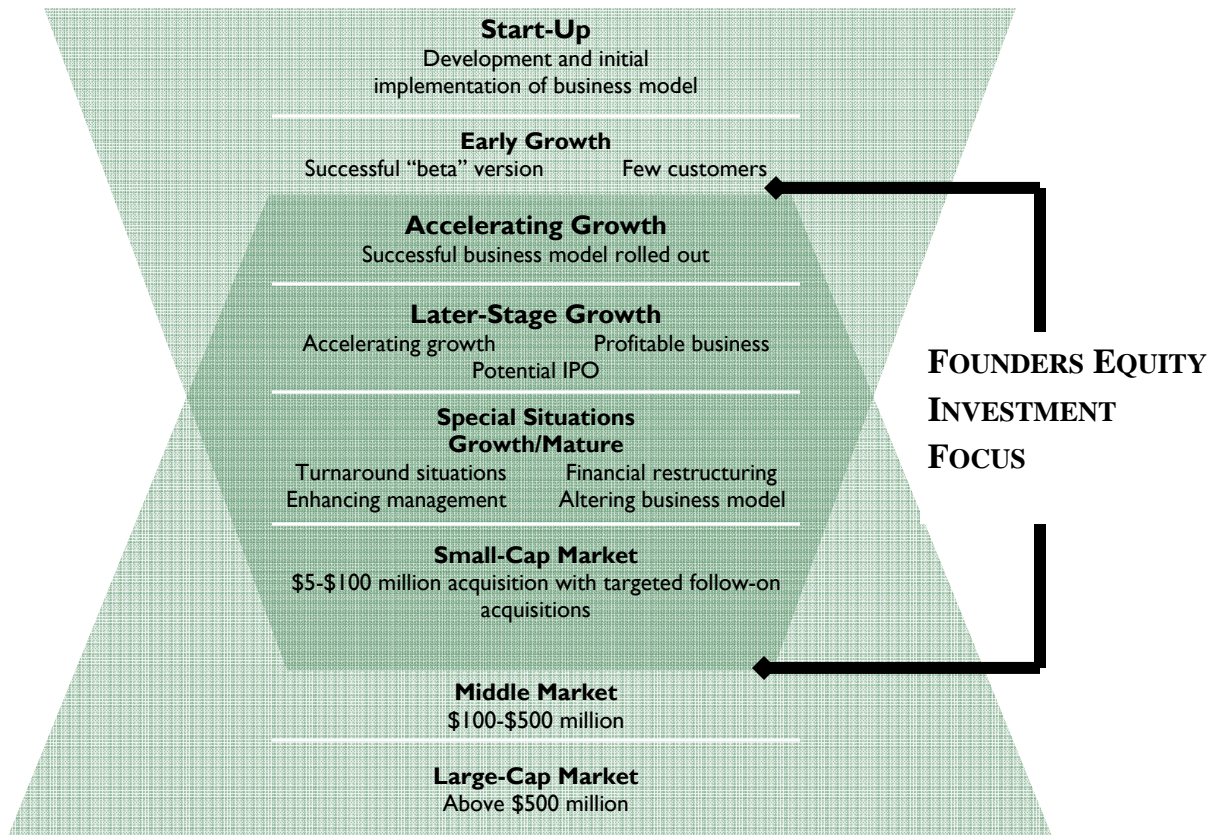
### TARGETED INDUSTRIES

- Business and Marketing Services
- Outsourcing and Logistics
- Healthcare Services
- Environmental Services
- Security Services
- Oilfield Services
- Consumer Products and Services
- Food/Food Services
- Niche Manufacturing

### TRANSACTION FORMAT

- Franchising
- Management Buyouts
- Recapitalizations
- Special Situations/Turnarounds
- Corporate Divestitures
- Going Private
- Buy and Build Strategies
- Accelerating Growth

## INVESTMENT FOCUS



## INVESTMENT TEAM

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Principal

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Principal & CFO

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