

OVERVIEW

Beacon Tree Capital is a private equity firm that is formed to uncover small-to middle-market acquisition opportunities. We seek to invest in and actively manage one or more privately held companies in the United States, and to grow that enterprise to its full potential. Our investments are for the long-term and are focused on growing, profitable and privately-held businesses.

WHY PARTNER WITH US?

We provide entrepreneurs and business owners with a unique opportunity that is unlike other more traditional exit options. We offer a compelling combination of capital, financial flexibility and managerial expertise to ensure the continued success of the companies we acquire.

Commitment – We understand that good businesses are the result of hard work and commitment. Our day-to-day involvement following an acquisition demonstrates our commitment and dedication to your company’s continued success.

Legacy Matters – We are long-term investors and value operational continuity, stable employee relations and the unique culture that every company develops. We will work to ensure that this culture endures post-transaction.

Confidence – We recognize the emotions involved in deciding to sell your business.

We will work with you on a strictly confidential basis to structure transactions that enable you to achieve your objectives.

OUR APPROACH

Our process will proceed discretely and efficiently, creating minimal disruption to daily operations. We recognize that a lengthy diligence process puts unnecessary stress on the business, and we will work to complete the acquisition within an agreed upon time-frame. You can trust that we will adhere to strict confidentiality standards throughout the process.



BEACON TREE CAPITAL

INVESTMENT FOCUS

An ideal business will have many of the following characteristics:

Financial Criteria

- EBITDA greater than \$2 million
- Predictable and recurring revenue base
- History of steady growth and profitability

Situational Criteria

- Owner seeking liquidity and/or exit of their business
- Owner wants focused role (e.g., sales, technology)
- Serial entrepreneur ready for next venture

Company Criteria

- Diverse customer base with high customer retention rates
- Well-positioned in a growing and fragmented industry
- Identifiable growth opportunities
- Solid employee –relations history
- Low threat of technical obsolescence
- US-based business operation

	Establish Fit	Business Review	Due Diligence	Document & Close
BTC Actions	Determine fit between Beacon Tree Capital investment criteria and owners objectives	Evaluate Target Company (operations, financial performance, market, industry)	Detailed review of customers, financials, legal and tax; Develop transition plan	Develop legal and tax Documents; Prepare organization for change of ownership
Business Owner Results	Comfortable with Beacon Tree Capital team, approach and general goals	Fully aligned with plans for the future of the business and our respective roles	Satisfied with deal terms and ongoing roles. On board with approach to key stakeholders.	Liquidity achieved; owner possibly retains stake, if mutually agreed upon
	Build the Relationship →	Letter-of-Intent →	Agreement →	Final Transaction

INVESTMENT TEAM

Beacon Tree Capital is led by two entrepreneurial partners with experience with operating, managing and investing and is backed by a sophisticated group of investors. We have been in the owner shoes – starting, building, growing and leading companies. With extensive business expertise, our team is passionate about growing small to mid-sized companies.



ABHISHEK JAIN

Beacon Tree Capital Managing Partners



TY HILL

Prior to Beacon Tree, Mr. Jain has served as a finance professional at The Blackstone Group, where his primary responsibilities included analyzing and managing investment opportunities across various sectors. His portfolio has achieved over 28% annualized returns (2006-2011). Prior to Blackstone, Mr. Jain worked in the strategy consulting & Private Equity Group of Bain & Company, Mr. Jain began his career at Goldman Sachs investment banking division.

Mr. Jain received his Bachelors degree from University of Southern California, where he graduated with honors and was a recipient of multiple prestigious scholarships and received his MBA from Harvard Business School.

Prior to Beacon Tree, Mr. Hill led operations and client acquisition as a key member of the management team for a well-known social media platform, driving growth of 60M unique profiles and 20K active users within 2 months of launch. Previously, Mr. Hill served as Head of Special Projects at the private holding company Wingo Inc., acting as interim executive and advisor to group of entities operating across a diverse mix of industries. Prior to Wingo, Mr. Hill was the senior operations executive at the biotechnology firm Agra-Med International, where he was instrumental in developing a strategic sales and distribution partnership with Schering-Plough (Now Merck) that contributed \$25 million to annual revenue.

Mr. Hill received his Bachelors degree in Business Management from University Georgia, where he was a recipient of a full tuition scholarship as well as other prestigious management scholarships.

SELECT LIMITED PARTNERS

Michael F. O'Connell

Michael F. O'Connell is the Senior Managing Director at M2O, Inc. For most of his career, Michael was President and Managing Director of Anhalt, O'Connell & Steffanci Inc., a Los Angeles-based investment management firm with almost \$1 billion under management. Today, he leads M2O with a portfolio of more than 40 companies. Michael holds a B.A., with high honors, from Harvard College and an MBA from Harvard Business School.

Andrew Love

Andy Love is Managing Principal of Aspect Investors, an investment company focused on lower-middle market private companies. Prior to Aspect, Mr. Love served as CEO of Behavioral Health Group, recognized as the 18th fastest growing private healthcare company (2010). Earlier in his career, Mr. Love was with Bain & Company. Mr. Love holds a BA, magna cum laude, from The UT at Austin. He also holds an MBA from the Stanford Graduate School of Business and an MA from the Stanford University Graduate School of Education.

Tushar Shah

Tushar Shah is a Managing Director of Kinderhook Partners. Previously, Tushar was a Principal at Geocapital Partners, a leading venture capital firm. Before Geocapital, Tushar was a strategy consultant with the Monitor Group, where he led a range of projects in New York, London and Tel Aviv. Tushar is a CFA charterholder and received a B.A. in Economics from Williams College.

CONTACT

If you have a business for sale that matches our criteria or would like to learn more about our firm, please contact us.

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