

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.

INTERMEDIARIES

Beacon Tree Capital understands and appreciates the important role that business intermediaries play in the private company marketplace. We believe that you will find several compelling reasons to partner with Beacon Tree Capital in order to meet the unique objectives of your clients.

Attractive Finders Fees – We are always seeking to expand our relationships with business intermediaries or industry experts. As a way to compensate you for your efforts, we offer attractive buy-side finder's fees.

Experienced Investor Team – Our investor team represents well over a dozen business leaders who are successful entrepreneurs, operating executives, and seasoned investors. All of these individuals have extensive mergers and acquisitions experience along with a strong track record for building and growing small to mid-sized businesses.

Accelerated Closing Process And Timely Transactions – Our access to substantial capital resources enables the quick and professional consummation of transactions. We will act quickly to reduce the stress on the employees of the organization that is being sold. Our own experience allows us to quickly evaluate new investment opportunities.

Flexible Solutions For Owners – Beacon Tree Capital has the ability to tailor the financing of the transaction to accommodate a seller's lifestyle and tax planning needs. We are open to the possibility of ongoing owner involvement. We understand the sensitivity surrounding employees, customers, and the greater community and will conduct a quick and confidential diligence process that minimally affects your client's business. An honest and transparent partnership is the cornerstone of our business dealings.



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, etc.)
- 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 operations

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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