



**To reach Golden Spike Capital with potential transactions or questions please contact:**

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## GOLDEN SPIKE CAPITAL LLC

Golden Spike Capital (GSC) is a private investment firm that focuses on the acquisition and management of a private middle market domestic business. We look to acquire established companies with strong growth potential.

GSC is different than typical strategic or financial buyers. We provide full-time on site operational leadership to help a business reach its full potential, building upon the success created by the current owners.

GSC's strategy is to make a controlling investment in a private company and take an active day to day role in the management of the business. Long-term growth is the driver for GSC, we are not in the business of buying distressed assets and turning them to make a quick profit.

Employees are a company's most critical asset, and we firmly believe in building strong relationships with existing management teams in order to drive long-term growth.

We employ a flexible transaction structure for owners in order to accommodate the seller's needs. We are committed to working with owners to effect a smooth transition. GSC is open to the possibility of ongoing owner involvement in the business where it makes sense for the good of the company.

We have significant experience executing transactions and fully understand the need for confidentiality, efficiency and good faith throughout the process.

### INVESTMENT PARAMETERS

#### Financial Attributes

- ◆ Revenue between \$5 and \$30 million
- ◆ EBITDA between \$1 and \$4 million
- ◆ EBITDA margin greater than 10%
- ◆ Minimum 3 year history of profitability and positive cash flows
- ◆ Demonstrable earnings growth

#### Characteristics

- ◆ Niche manufacturing or service business
- ◆ Clear potential for organic growth
- ◆ Recurring revenue streams preferred
- ◆ Diverse customer base with high retention rates
- ◆ Distinct competitive advantage
- ◆ Large, fragmented and growing industry with limited technology risk

#### People

- ◆ Owner seeking liquidity and ownership transition
- ◆ Owner willing to take an active role during transition period
- ◆ Experienced and talented middle management team desiring to stay on with the company
- ◆ Strong employee relationships with high retention rates