



## OVERVIEW

Led by successful entrepreneurs, NewGate Capital Partners is a boutique M&A Advisory/business brokerage firm that helps Florida business owners sell their companies. NewGate Capital Partners also founded one of the first Angel Investment Clubs in Florida circa 2008. Our vast experience with mature and early stage companies has attracted a nationwide network of private equity groups that rely on us in search of acquisition opportunities and/or strategic partnerships. If you are contemplating a sale/retirement NewGate can help prepare you for such a transition, before confidentially shopping your business to our existing network. Below is the general, **aggregated** criteria of some of our PE contacts.

## GENERAL APPROACH

### PATIENT, LONG-TERM CAPITAL

Our network of buyers do not impose exit deadlines or pursue short-term performance at the expense of long-term company health. Instead, they take a steady and measured approach to building businesses over the long term.

### FULFILL SELLER'S DESIRE

Our network of buyers look to partner with or buyout owner-operators who: (i) desire to gradually transition away from day-to-day responsibilities or are ready to retire; (ii) plan to remain active in the business but wish to sell part of their ownership or pursue additional growth with the help of outside resources.

### VALUE ADDED

Our network of buyers add value by providing growth capital, operating resources and strategic leadership. For the business owners ready to sell, our network of buyers can invest as little as \$2MM or as much as \$75MM per transaction.

## INVESTMENT CRITERIA

**Company Size:** \$2MM - \$20MM EBITDA (smaller for Add-ons)

**Management Situation:** Preferably, management wishes to remain, although transitions can be accommodated

**Company Characteristics:** High quality product or service offering. History of profitable growth. Long standing customer relationships. Identifiable growth opportunities

**Geography:** US & Canada

## CONTACT INFORMATION

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## INDUSTRIES OF INTEREST

### BUSINESS/COMMERCIAL SERVICES

- Tech-Enabled Services/ SaaS
- Specialty Financial Services
- Business Process Outsourcing
- Regulatory & Compliance Services
- Inspection, Maintenance & Repair
- Facility/ Environmental Services

### MANUFACTURING

- Building Materials
- Medical/ Dental Products & Equipment
- Engineered Products & Equipment
- Consumer Goods
- Food & Food Ingredients
- Specialty Chemicals

### DISTRIBUTION

- Food Services
- Commercial/ Industrial Distribution
- Third Party Logistics
- Services & Aftermarket focused

### HEALTHCARE

- Cost Containment/ Benefit Management
- Non-Medical Healthcare Services
- Dental Services Organizations
- Pharmaceutical Services
- Revenue Cycle Management
- Pet/Veterinary Services