



## Unlock the True Potential of Small Businesses with Evolutionary Capital

You don't want to partner your clients with just any capital source. Our passion for helping small businesses get on track for success is what separates us from other investment firms. We're experts in working exclusively with Second Stage Companies, providing the resources that allow them to move further faster. If your client has identified opportunities for growth, but needs an investment to get them there, we can help.

### Know A Small Business in These Situations?

- ✓ Management team fails to see company's true potential and there's the **potential for a buyout**
- ✓ Partners don't **share vision** for the company's future
- ✓ Capital is needed to **hire dream team** to scale the business
- ✓ Cash flow is tied up and need capital to **make growth investments**
- ✓ Business is **ready to expand**, but needs additional talent and capital to make it happen

### Does The Business Have These Qualities?

- ✓ **Generates at least \$500K of EBITDA** with 10%+ cash flow margins
- ✓ **Plans to grow** to \$5M in EBITDA minimally in the next 3-5 years
- ✓ Willingness to **hire a cohesive team**
- ✓ Prepared to **give up board control**—at least temporarily
- ✓ Ready to create a culture of **transparency and accountability**
- ✓ Set to develop **great financials and reporting procedures**
- ✓ Committed to having a partner who **shares their passion and vision**

### Evolution Capital Partners Aims To:

- ✓ **Meet entrepreneurial goals** by investing a suitable amount of equity capital
- ✓ **Limit or eliminate bank borrowings** and never make any personal guarantees
- ✓ **Free up owner's time to work on the business** rather than just in the business
- ✓ Implement **The 5 Pillars of Business Freedom<sup>SM</sup>** – the foundation for ongoing growth
- ✓ Build a **sustainable company focused on making an impact**

### How It Works:

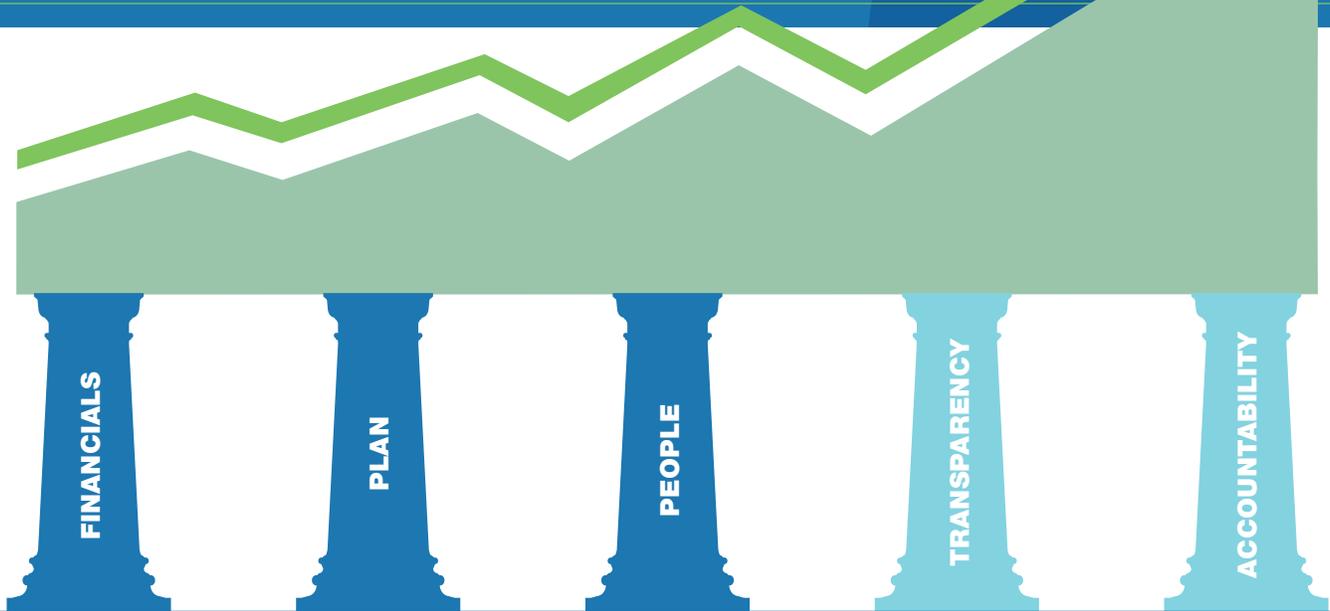
- ✓ Together, we craft a **mutually agreeable 5-year plan**
- ✓ We **invest the necessary capital for at least 50% of the business**

\*NOTE: Evolution Capital Partners is restricted to partnering with companies located within the United States and Canada.

Have a Second Stage Company for Evolution to invest in? **Let's talk.**  
[www.evolutioncp.com](http://www.evolutioncp.com) 216.593.0402

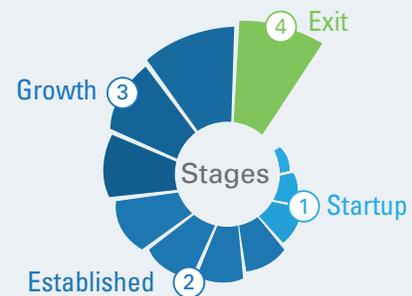
# The Evolutionary Process

We understand how to create the foundation for growth as well as how easy it is to get stuck in the day-to-day and lose sight of the big picture. The 5 Pillars of Business Freedom<sup>SM</sup> provide the time and capital necessary to allow you to stop working IN your business and start working ON your business instead.



## The Leader in Growing Second Stage Companies<sup>®</sup>

We work exclusively with businesses stuck between Established and Growth, providing them with a combination of growth capital, processes, and know-how designed to transform their organizations.



### Investment Criteria

#### Targeted Industries

- ✓ Business Services
- ✓ Distribution
- ✓ Financial Services
- ✓ Healthcare Services
- ✓ Information Services
- ✓ Niche Manufacturing
- ✓ Technology-enabled, Scalable Businesses

#### Non-Targeted Industries

- ✓ Capital Intensive
- ✓ Consumer Products
- ✓ Retail
- ✓ Real Estate

#### Company Size/Characteristics

- ✓ At \$500K of EBITDA
- ✓ \$4 - \$10M in Annual Revenue
- ✓ Founder Dependent
- ✓ Minimum 10% cash flow margins
- ✓ 20-50 Employees
- ✓ Local/Regional Reputation

#### Investment Size

- ✓ \$3,000,000 - \$10,000,000

#### Growth Expectations

- ✓ \$5,000,000+ in EBITDA in 3-5 years

#### Geography

- ✓ United States and Canada



Since 2005, Evolution Capital Partners has helped transform and scale entrepreneurial businesses. As a team of investors, partners and employees, our primary passion is to inspire entrepreneurs and empower their small businesses to grow and thrive under any economic circumstances.

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