

Sagepeak Capital

private investment firm

FACT SHEET

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SAGEPEAK CAPITAL OVERVIEW

Sagepeak Capital (Sagepeak) is a private equity firm based in Marblehead, MA. Sagepeak provides capital and experience to middle market companies.

Our focus is funding high quality middle market companies where we can add substantial value through our capital, our experience and our broad network. Often the profitable growth companies we invest in are not actively seeking capital and it is our demonstrated ability to help accelerate growth that attracts these companies to a partnership with Sagepeak.

We are able to structure both growth equity (minority) and buyout investments to accommodate the needs of each investment situation.

Sagepeak brings a wealth of experience to our investments. We target companies with annual sales between \$5 and \$40 million. We partner with existing management teams and owners of privately-held companies while providing capital to generate liquidity, facilitate generational change, accelerate growth, enhance capabilities and improve the companies' market position.

We have flexible capital and transaction structures that allow us to work closely with management teams to accomplish their growth objectives.

OUR APPROACH

Sagepeak Capital is dedicated to partnering with management teams to build businesses for the long-term. Because, we have patient, long-term committed capital, we can make investments with sound business tenets and do not have to rely on financial engineering to attain our investment returns.

- Our primary focus is to invest and build durable companies that are sustainable through various business cycles in partnership with management
- We strive to create value in our investments via long-term growth achieved through operating metrics rather than financial gymnastics
- Quality over quantity: we limit the number of investments that we make, which allows us to take a hands-on approach with our portfolio companies
- We are actively involved in each investment and as such provide access to an extensive network of long-term relationships and contacts that can help implement strategic growth initiatives
- We support our investments by helping set strategic goals, targeting business development, operational efficiencies, acquisitions and human resource requirements

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INVESTMENT FOCUS

Geographic Area:

- United States & Canada

Size:

- Revenue of \$5 – \$40 million
- EBITDA greater than \$1 million

Ownership:

- Majority control preferred

Business Characteristics

- Recurring revenue
- EBITDA margins of 15+%
- Defensible or unique market position
- Growth potential (internally or through acquisitions)
- Customer and supplier diversity
- Moderate capital intensity
- Proven management team

Sectors of Interest

- Industrial products and services
- Financial services
- Military and defense
- Healthcare
- Consumer products
- Education

Transaction Types

- Buyout of retiring owner or majority/minority shareholder
- Management buyout
- Generational transfer in a family business
- Recapitalization of existing ownership/management
- Corporate divestitures

Although our primary investments are focused on the acquisition of privately held businesses with the above mentioned characteristics, Sagepeak Capital will take the opportunity to invest in other complex or special situations where timing and certainty to close are valued. We look forward to discussing a transaction with you.