



## ABOUT US

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**ALTEQUITY IS AN ENTREPRENEURIAL INVESTMENT FIRM ESTABLISHED TO IDENTIFY, ACQUIRE, AND ACTIVELY MANAGE A SINGLE, PROFITABLE, AND PRIVATELY-HELD MIDDLE-MARKET BUSINESS IN THE U.S., WHICH GENERATES \$2-4 MILLION OF EBITDA PER ANNUM. OUR TEAM COMPRISES SEASONED INVESTORS/OPERATORS.**

## OUR FOCUS

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We seek a controlling stake investment in a profitable business with demonstrable growth potential.

### COMPANY CRITERIA

- Established U.S.-based business
- Identifiable growth opportunities
- Excellent customer service
- Motivated employees; high retention levels
- No distressed or turnaround businesses

### FINANCIAL CRITERIA

- \$10 to \$30 million per annum
- \$2 to \$4 million EBITDA per annum
- EBITDA margins of 15% or greater
- Capital-light
- High percentage of recurring revenues

### SITUATIONAL CRITERIA

- Owner seeks liquidity and/or exit
- Divestiture from larger business
- Owner seeks transition from daily management

### TARGETED INDUSTRIES

- Business services
- Financial services
- Energy/infrastructure services

## WHAT MAKES US DIFFERENT

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- We differentiate ourselves in that our sole focus is to acquire and actively grow a single business.
- We are not fee-driven. Our success depends solely on our ability to deliver sustainable growth.
- We provide a flexible transaction and transition structure driven by the owners' needs.

## OUR TEAM

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AltEquity was founded by Sean O'Neill and is backed by over 20 business leaders who are seasoned investors, operators, and entrepreneurs with extensive experience in sourcing deals, structuring transactions, and operating middle-market businesses.

### Sean O'Neill, Principal

Sean has a strong track record of investing in and growing businesses in North America. Sean has forged long-term relationships with the management teams with whom he has worked over his career in principal investment, operations, consulting, and financial advisory. After investing in the businesses, Sean worked closely with the existing management teams to grow profitability through the introduction of new products and services, identification and execution of add-on acquisitions, and improvements in operations.

Prior to founding AltEquity, Sean was a Vice President with Alinda Capital Partners, a leading private investment firm, where he focused on the energy, infrastructure, and business services sectors.

Sean earned his MBA from INSEAD and a BA in Economics from Lehigh University.

**We work closely with intermediaries and pay industry standard finders' fees for referrals. All material information is kept strictly confidential.**