



Overview

Frisco Capital is a private investment fund formed to locate, acquire, and operate a small to mid-sized company while increasing its value using proven management methodologies and capital restructuring as needed. We look for profitable companies in growing industries. Frisco Capital represents the capital and experience of a team of seasoned operators, entrepreneurs, and investors that are dedicated to creating long-term value. Our energetic management team is committed to ensuring the long-term growth while preserving the culture, reputation, and customer relationships of any investment it undertakes. We have the ability to close deals quickly without the need for extensive bank financing and we offer attractive liquidity options for owner/operators seeking to exit the day to day management of their business.

We provide liquidity to business owners, supply capital for growth and ensure continuity to customers, employees and the community. We operate in an ethical and principled manner based on deeply held values of integrity, hard work, fairness, and transparency.

Objective

Frisco Capital's sole mission is to build long-term value through acquiring, operating and growing a privately held business. Value creation may include extensions of existing product and service lines, augmenting sales and marketing functions, improving internal work processes, and employing innovative incentive and HR programs. It may also include external growth, when appropriate, through additional acquisitions and expansion into new service lines and geographic territories. We seek to partner with highly ethical management teams that share our enthusiasm and hands-on approach to building and growing world-class enterprises.

Investment Focus

Financial:

- Revenues between \$8-50M
- EBITDA \$1.5-6M
- EBITDA Margin of 15% or greater
- Transaction value of \$10-50M

Company:

- History of strong free cash flow and profitable operations
- Recurring revenue streams
- Senior management seeking to exit or partner with a new management team

Industry:

- Well positioned in a growing industry or sub-industry
- Opportunities to create sustainable competitive positions
- Large market with fragmented industry structure

Situational:

- Committed to management team
- Committed to growth
- Owner seeking liquidity and transition of operational responsibility

Our Value Proposition

As entrepreneurs ourselves, we recognize that selling a business is an emotional process. Successful businesses are the product of years of hard work and dedication. Our adviser team is comprised of a well respected group of executives, entrepreneurs, and investors, with extensive and diverse experience in managing, investing in, and growing businesses. The collective experience of the managing partners and the advising team allows us to anticipate issues early in the process, enabling us to facilitate a smooth transition. We understand that a long, drawn out sale process puts significant stress on the organization. We have capital ready to deploy and will work diligently to complete a transaction within the timeframe and terms originally agreed upon. Our number one priority is the continued success of the business and all of its stakeholders.

We are interested in acquiring a business at a fair market value that represents the company's history of success and potential for growth. Our partnership structure provides us with flexibility to tailor a transaction to meet your needs with regard to liquidity options, tax issues and family members who may want to remain involved in the business. We support owner's continued involvement in the business.

All discussions with Frisco Capital are held in the strictest of confidence.