

OVERVIEW

Penion Group was founded by Charlie Garrard and Tim Wadlow to help them find and acquire a small to midsize business in the Boston area.

Our ideal acquisition would be a manufacturing, service, or logistics company with \$3M-\$20M rev.

PENION TEAM

We have owned and led our own businesses and have over 40 years general management, finance and operations experience with large and small businesses in both the USA and Europe.

We will be putting our personal capital to work and are seeking an opportunity where we can take a hands on role.

WORKING TOGETHER

We are flexible in our approach to the transaction and will work closely with the current owners to ensure they achieve an exit strategy that suits their personal needs.

We are looking to acquire a company where we can take a long term, hands on, management role. Our decisions will be guided by what is best for the long term prosperity of the company.

CONTACT

| | |
|-----------------------------------|--------------------------|
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FINANCIALS

| Criteria | Min | Max |
|-----------------|---------------------|-------|
| Revenue | \$3M | \$20M |
| EBITDA | 10% | 20% |
| Growth Stage | Established, Mature | |
| Earnings Record | Consistent | |

MARKET SUMMARY

BUSINESS MODEL

Our primary consideration is that the business model is grounded in common sense. The key drivers of success need to be well understood and not reliant upon technologies or concepts that are still waiting to break into the main stream.

COMPETITION

We have a preference for entering markets with established competition, where we are not yet the dominant player.

CUSTOMERS

B2B without significant concentration.

INDUSTRY

MANUFACTURING—SERVICE—LOGISTICS

| | |
|---------------------|--------------------------|
| Food & Beverage | Consumer Products |
| Plastic & Packaging | Value Added Distribution |
| Healthcare | Paper Products |

DEAL

We are seeking to apply our committed capital base to fund a transaction of up to \$15M in enterprise value. We are looking for opportunities where we can take a majority interest and play an ongoing, hands on, management role in the company.