



Overview	<p>BackCountry Capital is an entrepreneurial investment firm seeking to acquire and operate a privately-held business with \$2 million to \$10 million in profits. We provide owners and managers liquidity options and a smooth transition, fueling additional growth. We will work hard to continue their legacies. Our acquisition structures are highly flexible, but BackCountry Capital requires a controlling interest.</p>	
Our Approach	<p>BackCountry offers entrepreneurs and business owners a compelling alternative to traditional exit options. Our team has extensive experience acquiring and actively managing profitable, middle market businesses. BackCountry seeks to build an exceptional business, a company with which its employees, customers, investors, and other partners are proud to be associated. We place a high value on relationships. We are frank and communicate with honesty and integrity at all times.</p> <p>We differentiate ourselves from typical business buyers by:</p> <ul style="list-style-type: none"> ▪ Assuming active, day-to-day management roles in the company we acquire ▪ Providing financial liquidity quickly on fair and flexible terms ▪ Investing patient, long-term growth capital ▪ Working closely with owners to develop a customized deal that maintains continuity for customers, employees, and the community 	
Investment Focus	<p>Company</p> <ul style="list-style-type: none"> ▪ Recurring revenue business model with durable competitive advantages ▪ Strong middle management and culture of excellence and teamwork ▪ Identifiable growth opportunities 	<p>Context</p> <ul style="list-style-type: none"> ▪ Owner seeking liquidity and/or exit without identified successor ▪ Owner wants to ensure ongoing success of company and its employees ▪ Additional management and board expertise needed to achieve long-term growth
	<p>Financial</p> <ul style="list-style-type: none"> ▪ \$5 - 70 million of revenue ▪ \$2 - \$10 million of EBITDA ▪ 15% EBITDA margins 	<p>Industry Characteristics</p> <ul style="list-style-type: none"> ▪ Large, fragmented and growing ▪ Limited technology risk ▪ Special industry focus: <ul style="list-style-type: none"> • Business-to-business services
Our Team	<p>Brandon Giles is the Managing Director of BackCountry Capital. His professional skills, background, track record of success and entrepreneurial spirit creates a dynamic platform for a successful acquisition and growth of a target company. BackCountry Capital is significantly enhanced by its active Limited Partners, composed of successful entrepreneurs, operators and institutional investors.</p>	
Contact Us	<p>Brandon Giles, Managing Director bgiles@backcountrycapital.com (720) 443-2030</p>	

We will work closely with intermediaries and pay industry standard finders' fees. Please contact us if you have any questions regarding the potential sale of a business that fits our investment criteria.