

About EPCP

Eagle Peak Capital Partners (EPCP) seeks to acquire a single established business with an enterprise value of \$3-30 million.

We intend to take a direct management role and lead that company for the long-term.

We seek to build upon the legacy of company founders by fostering growth.

Team

EPCP is managed by Robert Knauer, who has over 20 years of experience leading high-performance teams and addressing foreign policy challenges during his time as a Marine Corps Officer and with the U.S. Department of State. Stemming from his conviction that a strong economy underpins our national security, Knauer seeks to continue serving the Nation in the private sector.



Knauer will use a mix of savings, investor equity, bank loans, and seller notes to finance the transaction that is appropriate to the acquired business.

Investment Focus

EPCP is highly selective about which businesses we would consider partnering with and base our decisions on the following criteria:

Ownership

- Concentrated, with owner seeking to sell, such as an owner retiring without a successor in place or an operator looking for a new role

Industry

- Growth — both past and potential, along with the ability to benefit from mega trends
- Market size — at least \$1BN
- Fragmentation — high
- Capital intensity — low
- Profit margins — healthy and sustainable

Company

- Predictable revenue — majority of revenue from repeat customers or subscription services
- Low customer concentration — largest customer is less than 20% of revenue
- Simple business model — explainable on a napkin
- Avenues for growth
- Competitive advantage
- EBITDA: \$0.5-5MM
- Revenue: \$3-50MM
- Location: anywhere in the United States
- No turnarounds, fads, or businesses with high exposure to the business cycle

Why EPCP?



	Typical Private Equity	Strategic Acquirer
Goals	Long-term, sustainable growth	Maximum returns through financial engineering
Investment Time Horizon	3-5 years	Uncertain
Source of Capital	Institutions, endowments, pension funds	Public and/or private investors, cash flow
Level of Commitment	One piece of a larger portfolio	One part of a larger enterprise
Deal Terms	Driven by investor demands and return targets	Structured to protect the acquirer