

## About EPCP

Eagle Peak Capital Partners (EPCP) seeks to acquire a single established business with an enterprise value of roughly \$10-30 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 is backed by investors with decades of experience, expertise across numerous industries, and the financial assets required to purchase a business that meets our criteria.

## Investment Focus

We are highly selective about which businesses we would consider partnering with and are focused on companies with these attributes:

### Ownership

- Concentrated, with owner seeking to sell, such as an owner intent on retiring or a serial entrepreneur seeking a new endeavor

### 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

- Recurring 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: \$1.5-5MM
- Revenue: \$10-50MM
- Location: anywhere in the United States
- No turnarounds, fads, or businesses with high exposure to the business cycle

## Why EPCP?



		<i>Private Equity Firms</i>	<i>Larger Companies</i>
<b>Goals</b>	Long-term, sustainable growth	Maximum returns through financial engineering	Cost cutting and synergies through integration
<b>Investment Time Horizon</b>	Long term	About 3-5 years	Uncertain
<b>Source of Capital</b>	Successful entrepreneurs, operators, and investors	Institutions, endowments, pension funds	Public and/or private investors, cash flow
<b>Level of Commitment</b>	100% — we are seeking just one company	One piece of a larger portfolio	One part of a larger enterprise
<b>Deal Terms</b>	Flexible — we can meet the needs of the seller	Driven by investor demands and return targets	Structured to protect the acquirer