

INVESTMENT CRITERIA

FINANCIAL:

- Revenue: > \$7.5 million
- EBITDA: \$2.0 to \$8.0 million
- EBITDA margin: > 10%
- Top customer: < 20% of revenue
- Target hold period: 5 to 7 years

GEOGRAPHY:

- East of the Rocky Mountains

INDUSTRY:

- Primary focus within chemical, packaging, manufacturing, and distribution
- Secondary consideration within business services
- Strong secular trends

COMPANY CHARACTERISTICS:

- Seek to be 1st institutional capital
- Predictable and defensible cash flows
- Some level of recurring revenue
- Easy to understand business models

TRANSACTION TYPES:

- Exit / succession planning
- Recapitalizations
- Management buyouts
- Corporate divestitures

WHO WE ARE

West Allen Capital is a private equity firm supported by institutional and family office capital that makes control equity investments in privately held or family-owned businesses in the lower middle market. We seek to partner with strong management teams to generate systematic growth for our portfolio companies and create value for our investors.

We have over a decade of experience investing in lower middle market businesses across a variety of industries. Our core investment strategy provides flexibility as a financial partner with no pre-determined investment horizon. We focus on organic growth and helping management teams execute readily available growth initiatives that have been identified but not pursued historically.

PORTFOLIO



Chemical
Akron, OH

The Ruscoe Company was established in 1946 and develops, manufactures, and packages sealants, adhesives, and other specialty products.



Manufacturing
Savage, MN

Stealth Manufacturing was founded in 1978 and is a market leader in the manufacturing of atmospheric burner tubes, pan burners, and burner related components for the hearth and commercial cooking equipment markets.

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