

## Overview

Capitas Partners is an operator-led fund focused on acquiring and operating lower-middle market cash flow positive companies in Southern California. As we operate entities internally, we tend to be more selective than traditional investors, yet highly flexible and creative in structuring terms. We believe that our investments should be just as individualized and tailored to the companies we work with.

We focus on metrics and opportunities that prove there is room for operational growth and synergies with existing relationships, partners and portfolio companies. Capitas Partners is a long-term operator and investor focused on building long-term value.

## Focus

We aim to partner with companies with the following characteristics:

- o History of stable recurring revenues and positive cash flows
- o Growing customer base and dedicated employees
- o Large and fragmented industry landscape
- o Platform for future organic and acquisition growth
- o Scalable business model

Our preferred management situations are:

- o Owner seeking liquidity and / or transition from daily management through a “managed exit” process
- o Owner wanting to receive "upside potential" in addition to proceeds through a transaction
- o Founder / operator looking to retire

*Capitas Partners is actively looking to acquire and operate a Managed Services Provider (MSP) in the greater Los Angeles area offering full-service remote and on-site IT support, solutions and products to businesses and enterprises. Please contact for more information. Serious inquiries only.*

## Process

Capitas Partners views the investment or sale process as an opportunity to collectively prepare for a leadership transition while planning for the future development of a company. We want company founders to become comfortable with us, our approach and our strategy for their company as we learn about their operations and goals.

We are dedicated to making the investment process as seamless as possible. Capitas Partners has capital ready to invest in the right situation and is committed to closing a transaction quickly, generally within ~90-120 days of initial contact.

Post-transaction, we take a leadership role in the day-to-day management of the company with a focus on long-term growth and maintaining the partner company's infrastructure, legacy and performance.

*Please contact directly, or visit our website, for a step-by-step overview of our investment & acquisition process.*

## Why Work With Capitas Partners?

The following are key reasons why a prospective company would prefer to work with us:

- o Focus to protect and continue to build the legacy and existing relationships of the company
- o We are focused on retaining and developing current infrastructures and employees after a transaction
- o We expect to improve companies primarily through growth strategies, not cost cutting or outsourcing
- o Allow for company owner to fully exit after a transitional period and still receive additional pay-outs while participating in growth & "upside"
- o Highest professional standards and ethics at every step of the process
- o We are operationally focused with strategies on building long-term sustainable value

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