

## Contact Information

230 Park Ave, 10th Floor, NY 10169  
8 Marina Blvd, MBFC – Tower 1, Singapore 018981

[yourway@aristierpartners.com](mailto:yourway@aristierpartners.com) | [www.aristierpartners.com](http://www.aristierpartners.com)



Aristier Partners makes control equity investments in middle market businesses in North America, Asia-Pacific and Africa with unique and differentiated capabilities. We are seeking to partner with like-minded management teams who have the vision and commitment to build industry-leading companies in our target sectors.

We always begin with the end in mind. For us, the end is a large, profitable, predictable, cash-flow positive business that is delighting its customers. We are looking for the management team to explain to us where the business and markets are now and how to navigate through the waters ahead to profitability.

We want to hear your story, your business's story, and how we can work together to build the next big thing for lasting impact.

Our investment criteria include the following:

**TARGET REVENUES**

- \$20 - \$500 Million

**TARGET EQUITY INVESTMENT**

- \$5 – \$100 Million

**TARGET EBITDA**

- \$3 - \$15 Million
- Committed and proven management
- Established, profitable and sustainable business model
- Multiple opportunities for rapid organic and acquisition- driven growth

**INVESTMENT POSITION**

- Minority or control position

**GEOGRAPHIC**

- North America
- Africa
- Asia-Pacific

**INDUSTRY SECTORS**

- Aerospace & Business Aviation
- Digital Infrastructure
- Software and Technology
- Health Care IT & Services
- Real Estate
- Transportation
- Finance services including Fintech

**TARGET CASH FLOW POSITIVE MODEL**

- \$10 - \$50 Million

**CAPITAL STRUCTURE**

- Adequate asset base or cash flow to support debt is preferred

**PROFITABILITY**

- Businesses with solid fundamentals are strongly preferred. Operating profit margins exceeding 10% (ideally 15-20% within 1-2 years).  
Certain distressed situations will be considered

This information contained herein provides no prospects of an investment in the Fund. These prospects are based solely upon the assumptions and the good faith opinion of Aristier Partners LLC, the investment manager of the Fund (the "Investment Manager"). The Investment Manager makes no representations as to the degree of predictability of the prospects or as to the sufficiency of the assumptions on which they are based. Further, this presentation contains forward looking statements that involve risks and uncertainties; there are important factors that could cause actual results to differ materially from those expressed or implied by any such forward looking statements.

# INVESTMENT CRITERIA

Strictly Private and Confidential

## Contact Information

230 Park Ave, 10th Floor, NY 10169  
12 Marina Bd, #17-01, MBFC - Tower 3, Singapore 018982

[yourway@aristierpartners.com](mailto:yourway@aristierpartners.com) [www.aristierpartners.com](http://www.aristierpartners.com)



## INVESTMENT SITUATIONS

WE INVEST ACROSS A WIDE VARIETY OF TRANSACTION SITUATIONS

### GROWTH CAPITAL

---

- Fueling customer acquisition costs
- Adding sales resources
- Expanding sales and partnership channels
- Accelerating R&D and product expansion

### BUYOUTS

---

- Traditional change-of-control buyouts
- Backing management to buy out existing shareholders
- Leading a take-private of a public company
- Sponsoring a divisional buyout or divestiture of a non-core asset

### CAPITAL FOR ACQUISITIONS

---

- Sponsoring the game-changing acquisition of a meaningful competitor, a product that fills out the portfolio, or a forward or backward integration for margin capture
- Sponsoring industry consolidations or build-ups in fragmented, target-rich sectors with attractive fold-in economics

### SHAREHOLDER LIQUIDITY / RECAPITALIZATIONS

---

- Providing full or partial liquidity for financial, strategic, or management shareholders
- Cashing out early investors and prior founders to create alignment with go-forward stakeholders
- Solving for situations where the need for an exit or liquidity event hampers the Company's ability to drive long-term value

---

This information contained herein provides no prospects of an investment in the Fund. These prospects are based solely upon the assumptions and the good faith opinion of Aristier Partners LLC, the investment manager of the Fund (the "Investment Manager"). The Investment Manager makes no representations as to the degree of predictability of the prospects or as to the sufficiency of the assumptions on which they are based. Further, this presentation contains forward looking statements that involve risks and uncertainties; there are important factors that could cause actual results to differ materially from those expressed or implied by any such forward looking statements.