

# ACQUISITION SEARCH

## Keventis Corp - Industry Consolidation Initiative

*Private & Confidential*

### ABOUT KEVENTIS CORP

Newly established acquisition vehicle backed by experienced operators and investors, seeking to build value through strategic consolidation in fragmented markets.

### ACQUISITION CRITERIA

#### Target Financial Profile:

- Revenue Range: \$5M-\$50M annually
- EBITDA Margin: 15%-20%
- Combined Goal: \$10M EBITDA
- Gross Margins: 40%+ preferred
- Recurring Revenue: 30%+ preferred
- Working Capital: < 15% of revenue
- Capital Expenditure: < 5% of revenue
- YoY Growth Rate: 5%+ preferred

#### Operating Metrics:

- Customer Concentration: No client >20% of revenue
- Employee Count: 20-200
- Operating History: 5+ years
- Clean financial records with reviewed/audited statements
- Proven management teams willing to continue
- Limited seasonal fluctuations (<20%)

#### Industry Focus:

- Business services
- Light manufacturing
- Professional services
- Distribution
- Technology services
- Recurring revenue models preferred

#### Geographic Focus:

- Primary: US-based operations

- Secondary: North American presence
- Will consider multiple locations within 3-hour flight radius

## **VALUE PROPOSITION**

### **For Sellers:**

- Fair market valuations (4-7x EBITDA)
- Quick closing capability
- Management retention options
- Growth capital available
- Professional transition support

### **Transaction Structure:**

- All-cash offers considered
- Flexible deal structures
- Seller note options (up to 30%)
- Management agreements (2-3 years)
- Performance incentives
- Minority equity rollover available

## **PROCESS**

- Rapid initial response (24-48 hours)
- Professional due diligence team
- Streamlined evaluation process (90-120 days)
- Clear communication
- Confidentiality assured
- 60-90 day closing target

## **INTERMEDIARY RELATIONSHIPS**

- Standard market fees protected (5-8%)
- Multiple deal incentives available
- Professional documentation
- Quick feedback on opportunities
- Long-term relationship focus
- Success fees on referrals

## **CONTACT INFORMATION**

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