

OVERVIEW

Penion Group is a private investment firm dedicated to acquiring and operating small to mid-size businesses in the New England area. We treat every investment as a long-term commitment and make decisions that create enduring value for all stakeholders.

PENION TEAM

Over the last 20 years, we have developed a reputation for leading business transformations that yield big results. We have led change in diverse industries such as healthcare, mining, food and beverage, pulp and paper, transportation, semiconductor, and metal fabrication. The companies ranged in size from Fortune 500 to small, privately held businesses.

WORKING TOGETHER

We have personally founded, nurtured, and subsequently sold our own businesses and have firsthand experience with the difficulty of the emotional ties. Your business is part of you and leaving it may create a void in your life. We intend to build upon the foundation you have set and offer opportunities for you to maintain a connection after you join the Penion family.

CONTACT

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FINANCIALS

Criteria	Min	Max
Revenue	\$5M	\$50M
EBITDA	\$0.5M	\$5M
Operating Margin	5%	15%
Earnings Record	Consistent	

MARKET SUMMARY

<p>BUSINESS MODEL Our primary consideration is that the business model is grounded in rational common sense. The key levers of success need to be well understood and not reliant upon technologies or concepts that are still waiting to break into the main stream.</p>	<p>COMPETITION We have a preference for entering markets with established competition, where we are not yet the dominant player.</p> <p>CUSTOMERS B2B without significant concentration.</p>
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INDUSTRY

MANUFACTURING—SERVICE—DISTRIBUTION	
Food & Beverage	Consumer Products
Plastic & Packaging	Value Added Distribution
Healthcare	Paper Products

DEAL

Penion Group is seeking to apply its committed capital base to fund a transaction of up to \$15M in enterprise value. We have a strong preference to take a majority interest, but will consider partnering with owners to pursue growth opportunities.