

OVERVIEW

Penion Group was founded by Charlie Garrard and Tim Wadlow to help them find and acquire a small to midsize business in the Boston area.

Our ideal acquisition would be a manufacturing, service, or logistics company with \$3M-\$20M rev.

PENION TEAM

We have owned and led our own businesses and have over 40 years general management, finance and operations experience with large and small businesses in both the USA and Europe.

We will be putting our personal capital to work and are seeking an opportunity where we can take a hands on role.

WORKING TOGETHER

We believe in creating strong partnerships with individuals and organizations who can make us more effective in our search and acquisition of a company.

We will respond promptly to your enquiries, provide quick indications of interest, and pay customary finder's fees.

CONTACT

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FINANCIALS

Criteria	Min	Max
Revenue	\$3M	\$20M
EBITDA	10%	20%
Growth Stage	Established, Mature	
Earnings Record	Consistent	

MARKET SUMMARY

BUSINESS MODEL

Our primary consideration is that the business model is grounded in common sense. The key drivers of success need to be well understood and not reliant upon technologies or concepts that are still waiting to break into the main stream.

COMPETITION

We have a preference for entering markets with established competition, where we are not yet the dominant player.

CUSTOMERS

B2B without significant concentration.

INDUSTRY

MANUFACTURING—SERVICE—LOGISTICS

Food & Beverage	Consumer Products
Plastic & Packaging	Value Added Distribution
Healthcare	Paper Products

DEAL

We are seeking to apply our committed capital base to fund a transaction of up to \$15M in enterprise value. We are looking for opportunities where we can take a majority interest and play an ongoing, hands on, management role in the company.