

Purposeful. Persistent. Progressive. Wynnova Capital Partners focuses solely on acquiring profitable, closely held businesses in the sub \$10MM space for a simple reason -- the opportunity is clearer for better returns. Public markets, and higher-end private equity, are relatively efficient and crowded. With a unique focus and perspective, we maintain the legacy of company founders, while providing sustainable, long-term opportunities that significantly diversify and enhance investors' overall portfolio returns.

Elements of Strategy

Core Belief

The purest form of private equity lives in the lower-middle market where businesses are either under-managed, under-resourced *or* under-analyzed

Investment Focus

We seek opportunities where our capital and expertise can remove constraints that have been holding a company back

Impact Outcomes

We use over 20 years of experience in large, small, and entrepreneurial endeavors, with a unique mix of skills to uncover smaller, but highly-profitable opportunities

Permanent Private Equity

We look for sustainable, long-term opportunities and eschew shorter-term profit-making

Fundless Sponsor

We are not a fund searching for deployment – by raising for each deal, we can wait for investments that meet our criteria and return profile

Skin in the Game

We personally invest 10-20% of the capital required to fund each transaction

Investment Criteria

Target Industries

'Life-sustaining' B2B businesses in Manufacturing, Specialty Services & Industrial Distribution

Target Company Size

\$2MM - \$10MM in revenue ■ \$100M - \$1MM of EBITDA

Investment Size

\$500M - \$5MM

Transaction Types

Buyouts ■ Growth Capital ■ Recapitalizations

Ownership Position

Control

Geography

Mid-Atlantic U.S. States

Representative Investments



Expert applicator of anti-corrosion coatings and linings



Patented, vinyl-based, anti-slip coating system traditionally used in transport equipment



Expert foreign car repair and commercial vehicle fleet maintenance



Outsourced last mile logistics and heavy lifting services for businesses and their customers



Technology company powering the 'new' retail through a complete suite of software tools

Investment Team

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The efforts of the Investment Team are enhanced by a deep bench of **Operating Partners** who have extensive personal capital networks, boost deal flow, and possess rich domain expertise in the industries in which Wynnova Capital Partners invests