



Hullson Partners provides owner-operators the active capital they need to execute on strategy. At our core, we are investors in culture. We are passionate about working with good people to grow great businesses and are driven by a common purpose of continuing to build on the legacy of our owner and operating partners.

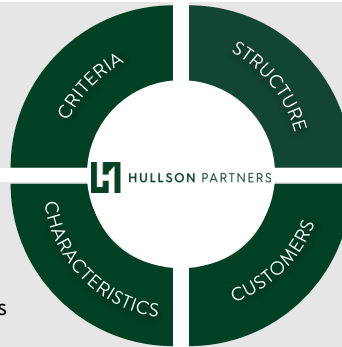
Our Approach

We seek companies whose founders or owners may be planning an exit or seeking liquidity. Whether it's a succession plan or a capital injection to execute on a new strategy, our goal is simple, to continue to grow and support the existing infrastructure of your business, while providing the necessary resources to maximize its enterprise value.

By avoiding the constraints of the typical private equity fund model, such as high fees and lock ups, we seek to offer dynamic private market opportunities to our limited partners on a deal-by-deal basis. It is our goal to be both a capital and strategic partner alongside our operators. We seek to collaborate and partner with business owners and management teams in long-term value creation.

Investment Focus

Revenue: \$10 million to \$40 million
EBITDA: \$2 million to \$10 million
Geography: Headquartered in the U.S.



- Control Equity
- Structured Equity
- Recapitalizations (full or partial)
- Select Minority Positions

- Predictable, consistent cash flow
- Recurring revenue streams
- Low CapEx and working capital requirements
- Stable growth and defensible market positions

- Long-tenured customer base
- Low customer churn
- Low customer concentration

Sector Focus

BUSINESS & CONSUMER SERVICES

Business Model Attributes:

- Defensible market niche
- Scalable business model
- High switching costs
- High barriers to entry
- B2B or B2C models
- Recurring or reoccurring revenue

Industries:

- IT Services
- Industrial MRO
- Commercial or residential services
- Logistics & storage

NICHE MANUFACTURING

Business Model Attributes:

- Mission critical
- High engineering IQ
- Culture of innovation
- Service and/or aftermarket parts component(s)

Industries:

- Industrial Technology
- Highly Engineered Products
- Specialty Packaging
- Process Equipment
- Industrial Automation

Our Team

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