



Who We Are

Brown Robin Capital is a private investment fund seeking to acquire, operate, and grow a small to mid-sized company with revenues between \$5-\$40 million. We focus on established, profitable businesses in growing industries. We are primarily interested in services and light manufacturing companies.

Brown Robin Capital provides access to an energetic management team, committed to ensuring the long-term growth and preserving the culture, reputation, and customer relationships of any investment it undertakes. Our substantial capital resources ensure that ownership transitions can happen smoothly and on flexible terms. As such, we provide an attractive liquidity option for owners and operators seeking to exit the day-to-day management of their business.

Brown Robin Capital represents the capital and expertise of a team of seasoned operators, entrepreneurs, investors, and leaders with decades of experience in managing, investing in, and growing businesses.

Targeted Fundamentals

- Growing industry or industry with discernible growth opportunities
- History of positive, stable cash flows
- Some portion of revenue is recurring
- Sustainable competitive position
- Experienced, driven middle management
- Low-to-medium technology obsolescence risk

Targeted Financial Metrics

- Revenues between \$5 - \$40 million
- EBITDA above \$2 million
- EBITDA margin above 15%
- Total acquisition value \$10 - \$30 million

Preferred Industries

We are focused on several industries in particular, but will evaluate opportunities outside these industries as they are presented.

Energy Efficiency

- Energy Demand Reduction
- Alternative Energy Services

Business Services

- Outsourced HR Services
- Specialty Insurance
- 3rd Party Logistics
- Maintenance and Preventative Services

Healthcare

- Non-Medical Home Services
- Low Acuity/Outpatient Services
- Medical Support Services (e.g. coding, billing)
- Laboratory Services

Light Manufacturing

- Industrial or Niche Products

Marketing & Media Services

- Digital Display Advertising
- Trade Show Services
- Specialized Marketing Services

IT Services

- Data Disaster Recovery Services
- Software Support Services

Contact Information

If you have a business for sale, or know of anyone who might be interested selling his or her business, please contact either of the managing partners of Brown Robin Capital:

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