

TROPHY POINT

CAPITAL

Overview

Trophy Point Capital is a private investment firm dedicated to acquiring and actively operating a top performing middle-market education business. We are looking to invest in a company in which the current owner wishes to retire and step away from the day-to-day operations of the business, or wishes to bring on executive management and a world class team of investors and advisors to help take the company to the next level.

The Team

The Trophy Point Capital team is comprised of a world class group of investors, advisors, operators, and entrepreneurs who are passionate about building and growing great companies over the very long-term. Collectively they have decades of experience investing in, operating and growing hundreds of companies. This team includes successful executives of businesses ranging from start-ups to Fortune 20 companies, entrepreneurs, and private equity investment professionals.

Benefits to Sellers/Business Owners

Trophy Point Capital offers a unique solution for business owners looking to obtain financial liquidity, transition away from the day-to-day operations of the business, or bring in the resources necessary to propel the company going forward. Benefits to the seller include:

- We purchase companies at fair market value
 - We take special care to tailor financing to meet your individual tax and estate planning needs, lifestyle considerations, and continued equity interest in the company, if desired
 - Owners have the opportunity to stay involved in the business, if desired
 - The Managing Director of Trophy Point Capital will take an active management role in the company upon acquisition – we are not absentee owners
 - We are focused on growth and are not in the business of flipping companies – we do not reduce headcount to decrease costs
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Investment Criteria:

Company

- Greater than \$5 million in revenue
- Greater than \$2 million in cash flow
- Operating margins greater than 20%
- Three years of positive operating cash flows
- Strong culture and middle-management

Education

- Homeschool support
 - Testing and assessment
 - Private schools
 - Virtual schools
 - Curriculum delivery
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If you are an owner looking for succession or growth solutions for your business, or if you know of someone who may be considering selling their business, please contact us. We offer a \$50,000 finder's fee to individuals who identify a company which we ultimately acquire.

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