

## Seeking to acquire and operate a platform business addressing a social or environmental cause

## **Overview**

Changemaker Capital Partners LLC is a private investment group formed to acquire and operate a single, privately-held business as a platform for growth, value creation and positive impact. We are uniquely focused on companies that address social and/or environmental causes through their products/services, business practices or industries.

## **What We Look For** Size / Stage **Business Model**

- Healthy, established businesses
- Annual revenues of \$3M - \$50M
- > Steady annual cash flows of \$1M - \$6M
- > At least 10 employees
- > Strong mid-level management

- B2B or B2C services, information / media, technology, niche distribution, or value-added
- > Large, growing industry with positive macro trends

assembly business model

- > Relatively stable, non-cyclical demand
- > Fragmented market with primarily local- or regional-level competition
- > US-based operations, market and social/environmental cause

- Company
- Recurring revenues via repeat sales business model, long-term contracts or long product/service lifecycles
- > Multi-year record of stable & consistent profitability
- > Long-standing relationships with diversified customer base
- > Niche, defensible product/service
- Owner willing to assist with transition; strong team to remain under new ownership

- Social/Environmental Impact
- Company's products, services or business practices poised to address a social or environmental cause
- > Company mission rooted in employee culture, with passionate team engaged in the company's cause
- Particular interest in business models related to information & education services, the environment, health & safety, sustainable food, and responsible alternatives to conventional products and services

## **How We're Different**

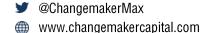
	CHANGEMAKER capital partners	Private equity funds (financial buyers)	Competitors (strategic buyers)
Company's role	Our only investment and 100% of our full-time attention	One of many portfolio companies	Subsidiary or division of larger entity
Buyer's day- to-day focus	Growing and improving the business to drive impact	Finding & executing other deals	Driving financial performance of corporate parent
Source of capital	Small team of entrepreneurs & private investors experienced in growing businesses	Institutions, pension funds, insurance companies, endowments	Diverse base of public and/or private investors
Value creation	Revenue growth, operations improvements & best practices in sustainability	Financial engineering, cost-cutting, high-level strategy	Synergies with parent business, cost-cutting
Time horizon	Long-term, with no predetermined time horizon	Typically 3-5 years, depending on fund timing	Uncertain: subject to ongoing fit with parent company's strategy
Seller's involvement	Flexible - complete exit or ongoing participation	Typically require 2-3 year commitment	Varies
Commitment to mission	Core of our investment thesis	None	None

For additional information or to discuss a specific deal opportunity. please contact Max Prilutsky:

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<sup>\*</sup> We do not invest in: start-ups, distressed / turnaround situations, minority investments, consumer retail companies or franchisee rights.