



**DUNMORE CAPITAL PARTNERS**

**Dunmore Capital Partners** offers a different kind of exit for owners who are considering retirement or new ventures. After the sale, we intend to take a direct management role in your business, with a commitment to its ongoing success. Consider us a part of your succession plan - we are dedicated to carrying on your legacy.

**CONTACT:**

Dunmore Capital Partners, LLC  
222 W. Merchandise Mart Plaza, Suite 1212  
Chicago, IL 60654

**Phone:** (312) 625-0078

**Email:** [wwright@dunmorecapitalpartners.com](mailto:wwright@dunmorecapitalpartners.com)

**Website:** [www.dunmorecapitalpartners.com](http://www.dunmorecapitalpartners.com)

**WHAT WE LOOK FOR**

**Industry**

- Non-cyclical
- Low capital intensity
- Fragmented industry
- Strong, consistent growth

**Business**

- Revenue of \$4m-\$30m
- Cash flow of \$1.0m+
- Recurring revenue - repeat customers
- Diverse customer & supplier base

**Situation**

- Owner seeking liquidity and/or exit
- Retiring owner without successor in place
- Owner desires a more focused role (i.e. board seat, technical, sales)
- Serial entrepreneur ready for next venture

**WHY US?**



**Private Equity Funds & Your Competitors**

<b>Goals:</b>	Long-term, sustainable growth	PE: Financial engineering to maximize returns Competitor: Cost cutting and synergies
<b>Investment Time Horizon:</b>	Long-term	PE: 3-5 years Competitor: Uncertain
<b>Source of Capital:</b>	Entrepreneurs, operators, investors	PE: Institutions, endowments, pension funds Competitor: Public/private investors, cash flow
<b>Level of Commitment:</b>	100% of our effort & attention	PE: One piece of a large portfolio Competitor: One piece of a larger whole
<b>Deal Terms:</b>	Flexible, to meet needs of seller	PE: Driven by institutional investors & lenders Competitor: Protects corporation

**WHO WE ARE**



**Will Wright – Founder & Managing Partner**

Prior to founding DCP, Will sourced, evaluated and executed leveraged buyout transactions and managed the strategic direction, growth and performance of businesses as an investor for Frontenac Company, a middle market private equity firm. Will began his career in the Mergers & Acquisitions group of UBS Investment Bank. He has consulted for numerous small and medium size businesses over the years, helping to plan and execute on long term strategy. Will has a B.S. in Finance from the Kelley School of Business at Indiana University and an M.B.A. from the Kellogg School of Management at Northwestern University.

**Institutions & Operators**

- Anacapa Partners
- The Cambria Group
- Search Fund Partners
- Relay Investments
- Rich Augustyn & Larry Dunn
- Jay Davis
- Parker Davis
- David Dodson
- JT Fitzgerald
- Andy Love
- Gerald Risk
- Andrew Saltoun
- AJ Wasserstein
- Kent Weaver
- WSB & Co.

**PROCESS**

1. Initial Contact
2. Build Relationship & Share Information
3. General Agreement on Terms & Price
4. Visit Company
5. Letter of Intent
6. Confirmatory Diligence
7. Finalize Transaction