

OVERVIEW

Sunlake Capital LLC is a private investment firm focused on long-term private equity investments in family- and entrepreneur-owned companies that possess a sustainable competitive advantage.

Sunlake makes control equity investments with the assets of our principals and select capital partners. We partner with our companies to build enduring enterprises with the resources to sustain organic and acquisitive growth. Opportunity to compound this lasting value is made possible by our willingness to hold investments over a longer term.

Sunlake further differentiates by prioritizing aligned management partnerships and pursuing opportunities that are matched with the potential for proprietary value creation.

Current
Portfolio



STRATEGY

Partnership Approach. Whether it's a transition to the next generation, provision of liquidity to a retiring partner, or capital infusion for growth, Sunlake prefers to invest in situations where business owners or management continue to own a meaningful equity stake in their company. Sunlake also considers minority equity investments when accompanied by control rights. For all investments, we invest a significant portion of our own assets, which ensures shared impact of decision making and the truest alignment of incentives and risks.

Long-term Investment Style. Sunlake adopts a long-term vision for its investments and has the flexibility to hold investments for three to fifteen years, or longer. This investment style affords us the ability to focus on industries and situations that are often underserved by the private equity community. Our long-term vision also extends to company legacies, making us ideal stewards of family-owned businesses.

Sustainable Competitive Advantage. Presence of a lasting value proposition is paramount to our investment strategy. We identify companies' competitive advantages and take a deliberate approach to operational improvement with those attributes in mind. Furthermore, our unique partnership approach allows our portfolio companies to more efficiently improve operations through retention of knowledgeable management and alignment of incentives.

INVESTMENT CRITERIA

» Financial

- \$2M to \$10M of EBITDA
- History of profitability
- Potential Capital Needs:
 - Finance an acquisition
 - Capex or growth projects
 - Liquidity for owners
 - Facilitate ownership transition
 - Carve-outs

» General

- United States or Canada
- Control equity
- Minority equity or co-investment with control rights
- Sustainable competitive advantage
 - Quality product or service
 - Differentiated value proposition
 - Strong reputation with customers

» Primary Industry Focus

- Security

Other Industries

- Natural Resources
- Education
- Healthcare
- Manufacturing

CONTACT

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