

Overview: Axios Holdings (Axios) is a private equity firm that makes long-term investments in market-leading businesses with identifiable growth opportunities. The firm focuses on a limited number of investments at a time and provides capital, operating resources and strategic leadership, and is capable of filling management roles in companies when required. Axios invests the capital of family offices and high-net-worth individuals with significant financial resources. The firm makes control investments and is usually the first institutional investor.

Intermediaries: Axios appreciates the important role that business intermediaries and investment bankers play in the private company marketplace. The firm is pleased to compensate intermediaries with referral or finder's fees for closed transactions.

Differentiated Approach:

- **Committed, Long-Term Investors:** we don't impose exit deadlines or pursue short-term performance at the expense of long-term company health.
- **Flexible:** we employ a flexible approach, leveraging our financial and operating resources, including the ability to assume an operating role in the company if needed.
- **Operational Approach:** we create shareholder value by implementing strategies that produce improved efficiencies and growth.
- **Quick and Fair:** we can quickly and discretely evaluate new opportunities, and close transactions with a fair valuation on the proposed timeline.
- **Attractive Exit Option:** we partner with owner-operators who: (i) desire to gradually transition away from day-to-day responsibilities or retire; (ii) plan to remain active in the business and wish to sell part of their ownership or pursue additional growth with the help of outside resources; or (iii) desire to buy out a passive owner and increase their ownership.

Investment Criteria:

Financial:

- At least \$2mm of EBITDA
- 15%+ EBITDA margin
- History of consistent earnings
- Modest capital requirements relative to earnings

Business Attributes:



- A competitive advantage (differentiated products or services; and a compelling value proposition to customers)
- Moderate-to-high recurring revenue
- Minimal customer concentration and cyclicity
- Skilled team (a foundation of middle managers and employees)
- Identifiable growth opportunities
- North America based

Industries:



- Axios consider investments in a variety of industries
- Primarily focused on business services; light manufacturing; education; environmental services; and healthcare services

If you have a business for sale that matches our criteria or would like to learn more about Axios, **please contact:**

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