

> ACQUISITION CRITERIA <

MILE-12 IS A SECTOR-AGNOSTIC FUND LOOKING TO ACQUIRE A BUSINESS WITH THE FOLLOWING PROFILE

COMPANY PROFILE

- Recurring revenue (\$3MM+ if software **OR** \$10MM+ if non-software) and strong cash flow conversion (\$1MM+) annually
- Competitive EBITDA and Cash Flow margin (15%+)
- Proven track record of profitability and financial growth over last 2 years
- Asset light with limited capital requirements

INDUSTRY PROFILE

- Large addressable market for product or service
- High, organic growth potential with stable growth drivers
- Likely fragmented market
- Limited cyclicity or commodity exposure
- B2B-orientation preferred

SELLER PROFILE

- Private and concentrated ownership
- Seller looking to retire/exit the business (full/majority sale)
- Seller potentially open to being retained for a finite period during ownership transition

INDUSTRIES OF INTEREST:

- **SOFTWARE SERVING FOLLOWING END MARKETS:** AGRICULTURE, EDUCATION, HEALTHCARE (CMMS, EHR/EMR, LIS), NON-PROFITS AND LARGE FOUNDATIONS, SUPPLY CHAIN, PROPTECH (CMMS, FACILITIES, ETC.), LEGALTECH AND UTILITY SERVICE PROVIDERS
- **NON-SOFTWARE SECTORS (B2B SERVICES PROFILE):** BEHAVIORAL HEALTH, DOCUMENT MANAGEMENT, EDUCATION, HR SERVICES, PEOs, TRANSPOR/LOGISTICS/3PL, EQUIPMENT RENTALS/MAINTENANCE/ TESTING, AND WASTE MANAGEMENT

> SELECTED RECENT TRANSACTIONS AMONG MILE-12'S INVESTOR BASE <

	SECTOR / HQ	BUSINESS DESCRIPTION
	Transportation & Logistics / Newton, NC	Leading commercial driver's license (CDL) training school and third-party CDL testing administrator
	Healthcare / Dallas, TX	Provider of specialty pharmacy items and intravenous (IV) infusion therapy medication services to home health patients
	Software / Marlborough, MA	Provider of core business software solutions to the global insurance and broader financial services industry
	Utility Services / Atlanta, GA	Leading provider of temporary traffic control services, devices and customer support
	Light Industrials / Seattle, WA	Premier commercial landscaping company, providing high-impact biophilic design and professional plant maintenance
	Healthcare Software / Princeton, NJ	Leading provider of laboratory information management systems to anatomic and molecular pathology laboratories
	PropTech Software / Miami, FL	Resident and association management software for property managers and security companies
	Behavioral Health / Charlotte, NC	Behavioral health provider and software company for individuals with intellectual and developmental disorders
	Business Services / Boston, MA	Luggage shipping services for the mass market and the luxury travel market
	Legal Software / Chicago, IL	Legal tech software that provides captures digital evidence to be used in litigation for family, injury, and trademark law

> PRINCIPAL <



JIDE ADESOYE | PRINCIPAL & OPERATOR



<https://www.linkedin.com/in/jide-o-a-de-soye/>

Jide began his career at Lazard and Wells Fargo Securities' Investment Banking teams in Charlotte and New York City, where he advised multinational businesses in over \$3 billion in M&A and debt/equity offerings and led several firmwide strategic initiatives.

Following banking, Jide spent 5+ years as an investor at numerous institutions (World Bank/IFC, Actis Capital and VRP) helping deploy private equity and debt capital in companies and projects across the globe.

Jide received his MBA from Harvard Business School and his BSc. In Finance and Accounting (Honors) from the R.H. Smith School of Business at the University of Maryland College Park.

> PARTNERS <

INVESTOR GROUP: 11 INSTITUTIONAL FUNDS | \$2BN+ IN AUM | 300+ OPERATING ADVISORS | GLOBAL FOOTPRINT



WILL THORNDIKE
Managing Partner
Housatonic Partners



MAX ARTZ
Partner
Peterson Partners



KATE PETTINATO
Vice President
Peterson Partners



ANTHONY WALKER
Partner
Next Coast ETA



DUSTIN SELLERS
Managing Partner
Next Coast ETA



STEVE DIVITKOS
Founder
Mineola Search Partners



MACON CARROLL
Co-Founder/Partner
WSC & Company



TED BAXA
Partner
WSC & Company



TIFANNY AUGUSTYN
Partner
Endurance Search Partners



LARRY DUNN
Partner
Endurance Search Partners



SARAH ROSENTHAL
Partner
TTCER Partners



WILL BRESSMAN
Partner
BK Growth



GJ King
Partner
BK Growth



NEAL JACOBS
Founder & Managing Partner
Maven Equity Partners



LUCAS BRAUN
Co-Founder
Brown Robin Capital



RYAN ROBINSON
Co-Founder
Brown Robin Capital



MARSHALL JOHNSON
Managing Partner
Northspring Partners



NATHAN DEY
Managing Partner
Northspring Partners



KENT WEAVER
Founder & CEO
Granite Point Partners



NATHANIEL PAIGE
Co-Managing Director
SeaBright Ventures

> FUND OVERVIEW <

1

Our Mission



We are a partnership of business owners and operators backing Jide Adesoye with deep institutional and intellectual capital, coupled with our operational support, to acquire and manage a business or a platform of businesses. We are committed to preserving and building upon the seller's legacy while creating long-term value to employees, clients, and the broader community in the business' next phase of growth.

2

Our Mandate



To acquire a U.S.-based business services or tech-enabled enterprise with a track record of long-term sustainable growth from a motivated seller exploring a partial or full exit.

We aim to pay competitively through a bi-lateral transaction process.

3

Our Team



Mile-12 Group's investor group is comprised of nationally renowned investors and business operators with a proven track record of successfully supporting entrepreneurs across all stages of a business lifecycle. These partners have committed their time and money to fully support Jide and the business(es) to be acquired.

> APPROACH <

	PRIVATE EQUITY	STRATEGIC BUYER	MILE-12 GROUP
COMPANY'S FUTURE AFTER SALE	One of many in a large portfolio	Merge or integrate into a much larger operation by the acquiror	Receive 100% of our time, energy and resources in scaling up your business
SELLER'S LEGACY	Cost cuts (e.g., employee lay-offs), incur debt, and position for quick flip	Possibly neglected as business is a lower priority than ParentCo (acquiror)	Build on your legacy & augment value through hands-on management
FUNDING	Timing pressure stemming from mandate to return capital	Overly dependent on ParentCo's long-term funding profile & balance sheet strength	Committed, long-term pool of capital from an experienced & well-funded group of investors
EASE OF TRANSACTION PROCESSING	2 months to 1 year+ dealing with multiple layers of approval	2 months to 1 year+ dealing with several counterparties in a bureaucracy	Very efficient closing process – 1 to 3 months dealing with just one counterparty
DEAL TERMS	Rigid and structured solely to minimize risks and maximize PE investment return	Least flexible – must meet terms of ParentCo	Flexible and tailored to seller's needs
HOLDING TIME HORIZON	3 – 5 years on Average	Undetermined and Varied	5 years to Long-Term