

## Investors in Defensive Growth Businesses.

Vantage Equity Partners is a thesis-driven private equity firm that invests in Defensive Growth companies. Using our proven value creation formula, we seek to surround our partner companies with resources and strategic capital to help them obtain their long-term objectives and build durable, lasting businesses

### INVESTMENT CRITERIA



Company  
Revenue

**\$20M-  
\$250M+**



Company  
EBITDA

**\$3M-  
\$25M+**



Enterprise  
Value

**\$50M-  
\$300M+**



Geography

**United States  
& Canada**



Transaction  
Structure

**Majority  
Control**

### TARGET SECTORS

#### Essential Services



**Automotive Services**



**Residential Services**



**Pet Care Services**



**Select Human Health Services**



**Commercial Services**



**Route-Based Businesses**

#### Staple Products



**Food & Beverage**



**Household Products**



**Pet Products**

### DEFENSIVE GROWTH CHARACTERISTICS

- Low-discretionary & low-deferability of demand
- Recurring consumption patterns
- Low economic cycle sensitivity
- Multiple avenues to drive growth, both organically and through strategic acquisitions

### COMPANY CRITERIA

- Strong market position
- Attractive margin profile
- Sustainable competitive differentiation
- Multiple avenues for organic growth
- Capable and collaborative leadership

### TRANSACTION FOCUS

- Family-owned and closely held businesses
- CEO-backed “buy & builds”
- Buyouts & recapitalizations

### PARTNER COMPANIES



Thomasville Restoration is the leading mitigation, restoration and reconstruction services provider to residential and commercial clients in the Mid-Atlantic region

#### Add-on Criteria:

Providers of mitigation and/or restoration services across the Mid-Atlantic, Northeast and Southeast regions

**David Basto**  
Managing Partner

david.basto@vantageequitypartners.com

**Andrew Eggert**  
Founding Partner

andrew.eggert@vantageequitypartners.com

[www.vantageequitypartners.com](http://www.vantageequitypartners.com)