



Partnering with entrepreneur and family-owned companies to create long-term value for our management teams and investors



Tower Arch Capital is a lower-middle market private equity firm with over \$700 million in assets under management.

FOR MANAGERS

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Tower Arch seeks to partner with strong management teams and entrepreneurs to provide them with significant liquidity while still maintaining ownership in their business.

Additionally, we work with CEO's to design equity ownership packages for key management team members to align incentives and allow them to participate in the value they help create.

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Tower Arch enables management teams to continue to do what they do best: managing and operating their business.

At the same time, our investment professionals have extensive operating, consulting, and financing experience, which allow us to act as a value-added resource to our management teams as they evaluate new opportunities and handle the issues faced by growing companies.

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Tower Arch's partners have held senior executive positions and worked as consultants for Fortune 500 businesses on a wide array of issues ranging from strategic planning to operational improvements.

Prior to founding the firm, the partners have invested in and worked with numerous family and entrepreneur-owned businesses to help create value. Many of these entrepreneurs and business owners are now investors in Tower Arch.

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OUR APPROACH

We work closely with our companies to help them implement these plans, which typically include:

Expanding to new geographies

Increasing the breadth and depth of the product offering

Developing new distribution channels

Acquiring complementary businesses

Performing detailed product line profitability and cost-driver analysis

Optimizing new lines of credit to facilitate growth

Recruiting additional management talent

CRITERIA

Tower Arch seeks to invest in companies with the following characteristics:

- Passionate management teams
- Proven business models with recurring revenues
- Defensible market positions
- Growing end-market demand for the products or services
- Historical growth in revenue and profitability
- Ability to generate high returns on invested capital

Tower Arch invests in companies throughout the United States with revenue between \$20 and \$150 million or EBITDA between \$5 and \$25 million. Our team has the investment experience to structure deals to meet the varied needs of management teams and business owners. Our target investments include recapitalizations, management-led buyouts, and corporate divestitures.

Tower Arch works with management teams to develop long-term strategic plans to drive revenue growth and operating improvements which increase profitability and cash flow generation.