



Leonid Capital is an operator-led private investment firm, looking to acquire small and lower-middle market businesses. With a nimble capital structure, we can offer flexible deals, low leverage and quick closes. Our model is to take over as management, while involving the seller as much as they would like in the transition. We believe in the value of relationships, and want to maintain the Company's connection to its employees, vendors, and customers.

Leonid's principals and investors have extensive ownership and management experience across a variety of industries, providing a stable base of knowledge and business intelligence. Additionally, our transaction and financial services experience ensure an efficient diligence period and professional approach to negotiation and close.

Transaction parameters

- Enterprise Value: Up to \$75MM
- Check size: \$5-25MM
- 100% Buy-out, Control Positions

Target criteria

- \$1.5MM+ EBITDA
- 30%+ Gross margins
- 15%+ EBITDA margins
- Recent history of profitability

Preferred characteristics

- Growing market
- Niche/defensible market position
- Recurring revenue model
- Low customer concentration

Our transactions generally involve an owner lifestyle transition or corporate strategic shifts, such as:

- Retirement Planning
- Succession/Family Business Ownership Challenges
- Death or Divorce
- Partnership Disputes or Buyouts
- Corporate Divestitures

Industries of Interest Include:

- Business-to-Business Services
- Technology-Enabled Services
- Education Services and/or Products
- Niche Enterprise Technology
- Niche Manufacturing
- Insurance and Other Financials

Please contact us with any opportunities:

James Parker
Managing Partner
jparker@leonidcapital.com
213-444-6567
www.leonidcapital.com

About Mr. Parker



James Parker is the Founder and Managing Partner of Leonid Capital, and has held executive and leadership positions in a variety of privately held and publicly traded companies. With over fifteen years of finance, operational, and engineering experience, his background includes professional practice in the Commercial Services, Healthcare, Aerospace & Defense, Manufacturing and Technology industries.

Mr. Parker has served as CEO and CFO of private companies and as a key member of the Alvarez & Marsal team, where he provided expert-level financial consulting services to client businesses in a variety of engagements including operational improvement, systems implementation, financial reporting, and due diligence. Additionally, Mr. Parker served as financial management, program design, and operations personnel on several government aerospace programs.

Mr. Parker currently serves on the Springboard of New Directions for Veterans , as well as a Mentor for the Los Angeles Presentense Social Entrepreneurship program.

Mr. Parker holds an MBA with Honors from the University of Southern California, Marshall School of Business, as well as a Bachelor's degree in Astrophysics from Rice University.

About Leonid's Investors

Leonid's investors are a group of seasoned executives, operators, and professionals who have closed more than 500 deals over the last decade.

With direct ownership and investing experience in Business Process Outsourcing, Commercial and Consumer Services, Education, Healthcare, eCommerce, Niche Software, Recruiting, and Information Technology, our investors bring much more than money to the table. Committed to a long-term hold strategy, Leonid's investing partners will help guide the Company's growth and establish new beneficial relationships.

Their advisory involvement and commitment helps Leonid streamline diligence processes and close deals faster.