

# FOREST LANE

## CAPITAL



**Forest Lane Capital** is a private investment firm backed by committed family office capital. We are focused on acquiring lower middle market companies that welcome an energetic partner who wants to help accelerate growth.

Our objective is to partner with business owners and management teams to add value beyond just providing capital. We want to collaborate with existing teams and provide them with ongoing strategic and execution support:

- + Serve as a **resource for the company** to help accelerate growth initiatives and to support the management team wherever needed, whenever needed.
- + Operating Partner team of **seasoned executives** brings 50+ years of perspective and experience running lower middle market businesses.
- + Relentless pursuit of long-term value creation with **no predetermined investment horizon**.

## INVESTMENT CRITERIA.

FINANCIAL	INDUSTRY	GEOGRAPHY	SITUATIONS
+ Revenue: \$5 - \$50MM	+ Niche Manufacturing	+ Anywhere in the U.S. or Canada	+ Family successions
+ EBITDA: \$1MM - \$5MM	+ Value-added Distribution		+ Management buyouts
+ EBITDA Margins: 10%+	+ Business Services		+ Recapitalizations
			+ Corporate carve-outs

## COMPANY CHARACTERISTICS.

- + Committed management team
- + Straightforward business model
- + Clear value proposition / defensible market position
- + Some level of recurring revenue
- + Identifiable opportunities to improve the business through revenue or operational enhancements
- + Non-cyclical, non-commodity based
- + No meaningful concentration
- + First institutional capital
- + Growth through add-on acquisitions
- + Owners looking to remain in place and rollover proceeds
- + Owners looking to retire but willing to remain until institutional knowledge is transferred
- + Management teams that welcome a hands-on approach

## INVESTMENT TEAM.

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## OPERATING PARTNERS.

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- + People drive value, not products or business models
- + Numbers tell the story (most of the time), know your costs and make fact-based decisions
- + In order to hit an annual objective, you must set (and hit) a quarterly → monthly → daily objective
- + Operate with a sense of urgency, your competitors do
- + Oftentimes, better accountability and executing on the fundamentals is the solution

### WHAT WE BELIEVE.



- + Egos need to be checked at the door
- + Respect is earned, not given. Start with communication, transparency, and hard work
- + Actions speak louder than words. Lead by example
- + Significant sharing in upside economics: everyone should celebrate in, and benefit from, the wins
- + **There is no magic bullet** – focus, grit, and embracing “the grind” will be the primary drivers of success

## CURRENT INVESTMENTS.



### ABOUT

Meritech is the leading developer and manufacturer of fully-automated handwashing and boot scrubbing systems that protect employees against bacteria, viruses and other harmful pathogens. Serves all end markets that have a high standard for employee hygiene including food production, healthcare, pharma/cleanrooms, cruise lines, nutraceutical, pet food, restaurants, childcare, public use, and many others

### Investment Date

January 2019

### Headquarters

Golden, CO

### Currently Seeking Add-ons

Employee hygiene products, services or technologies (no minimum size)



## Forest Lane Capital

At Forest Lane Capital, we manage committed family office capital for control equity investments in founder-led and family-owned businesses.

## Contact Us

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