



# Sandpoint Growth Partners

Pursue your lifelong dreams and adventures. Diversify your wealth. Expand your legacy. We invest in businesses to operate and grow over the long term.

## Sandpoint invests in owner-operator businesses for the long term.

- We structure flexible transactions that allow business owners to
  - Diversify family wealth
  - Spend more time outside the office
  - Pursue other ventures
  - Benefit from fresh capital and leadership
- At close, our founder personally assumes a senior management role in the business
- Our founder rolls up his sleeves and gets to work growing your legacy over the long term
- Our founder applies his leadership, relationship development and operational skills from his military and professional careers to expand your business and legacy

## What kind of businesses does Sandpoint acquire?

### Businesses that satisfy most of these criteria:

- Size: \$1mm - \$6mm+ sustainable and consistent EBITDA or cash flow
- Outstanding reputation
- Recurring revenues
- Diverse customer base
- High customer retention
- Identifiable growth opportunities

### Preferred Industries

-  Manufacturing
-  Business Services
-  Energy
-  Industrial
-  Materials Handling
-  Healthcare
-  Distribution & Logistics

*We do not invest in brick and mortar retail, restaurants, real estate or job shop/bid businesses.*

## We structure transactions that suit the needs of business owners.

### Sandpoint allows owners to choose their own path

#### Remain with business



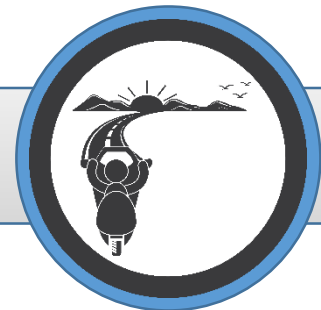
For some owners, remaining active in the business is a priority. Sandpoint welcomes owners that want to take a little cash off the table now and have a second bite of the apple in the future.

#### Gradual transition



Many owners want to remain with the company for a period of time, usually taking on a smaller role in order to acclimate and introduce employees and customers to Sandpoint.

#### Exit Industry



Seller is prepared to move onto to their next adventure. Sandpoint asks management stay for a transition period (usually 3 – 6 months) while we get acquainted with the business.


We require a controlling interest or a clear path to control.



# What makes Sandpoint different?

**Selling your business to Sandpoint Growth Partners is different.**

## What it looks like to sell your business to

		<b>Strategic / Competitor (strategic buyers)</b>	<b>Private Equity Firm (financial buyers)</b>
<b>Role for Current Owner</b>	Flexible role: complete exit, board seat, ongoing consulting or operating role	Same role as today with a boss or immediate exit	Same role as today with increased responsibility and reporting requirements
<b>Your business legacy</b>	Preserved and grown; employees cared for	Likely eliminated	Uncertain
<b>Transaction Structure</b>	Flexible: terms driven by needs of owners	Agreement structured to protect corporation	Deal terms driven by lenders and investors
<b>Buyer's day to day focus</b>	Value-driven growth	Purchase the next asset	Maximize returns
<b>Buyer's Investment Horizon</b>	Long-term	Varies	3 to 5 years
<b>Buyer's Area of Expertise</b>	Top-line growth, operational improvements	Synergies with corporate parent, cost-cutting, redundancies	Financial engineering, cost cutting, high level strategy
<b>Deal Timing Factors</b>	Focused on quickly closing your transaction: we acquire one business at a time	Requires review by multiple committees and possibly board approval	Resources allocated among multiple deals: investment committee approval

**To learn more about Sandpoint or to discuss a specific opportunity, please contact us.**

### Our Founder

Giff began his career in the Marine Corps Infantry and is a veteran of Operation Iraqi Freedom. After graduating Colgate, he began his professional career in Investment Banking at Goldman Sachs. He covered Industrials and Natural Resources companies in New York and Sydney, Australia. He subsequently joined a group of former Accenture Partners and found an operationally-focused private equity fund. Together, they raised over \$75 million and invested in several lower middle-market businesses. After completing his MBA, he rejoined Goldman Sachs' Investment Banking Division and rose to a senior position in the Natural Resources group. Giff helped grow his team's revenues 8x.

Giff received an MBA in Operations Management from Cornell University and a BA from Colgate University. He is a private pilot, an avid motorcyclist and a poor golfer. He is married and the proud father of two sons.

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We are based in Manhattan. We maintain strict confidentiality and provide a timely response.

### Our Partners

Sandpoint is backed by several high net worth individuals. They are seasoned business operators, entrepreneurs, investors and industry leaders.