

INVESTMENT CRITERIA

Minerva Investment Partners is a Tampa, FL-based, private investment firm focused on investing in growing, entrepreneur or founder-owned businesses in the lower-middle market. Our capital is typically used to facilitate a transaction where business owners are looking for an ownership-transition, liquidity event for retirement, or a partner to take their business to the next level. We will also partner with management teams who are in need of capital to buy out founder-owned businesses.

BUSINESS PROFILE



Revenue: \$5M-\$30M
 EBITDA: \$1M-\$5M



Headquartered in U.S.



Founder or Family-Owned Businesses



Expanding End-Market



Established for a Minimum of 3 Years



Cash Flows Positive / Not Distressed

INDUSTRIES OF INTEREST



Consumer Products
 (w/ e-commerce presence)



Manufacturing



Pet Products, Supplies & Services



Distribution Services



Business Services



Healthcare Services

FLEXIBLE INVESTMENT APPROACH

FOCUS ON "NEED", NOT SIZE

Minerva has the flexibility to tailor capital solutions and holding periods to the specific circumstances of each investment to ensure the company's legacy continues to grow and reach its full potential.

BUSINESS OWNER SITUATION

Business owner looking to retire with no identified successor post close



Management team seeking capital to buyout retiring business owner/founder



Business owner looking for a partial liquidity event and partner to help grow their business



MINERVA SOLUTION

Buyout owner and operate the business on a day-to-day basis, or bring in new management team

Partner with existing management team to buyout owner; may infill interim C-level role if required; take strategic Board of Directors seat

Create liquidity for owner; further develop team, provide strategic and financial guidance from Board seat or interim operating role