

INDUSTRY FOCUS

TARGET INDUSTRIES

Adirondack acquires a majority interest in owner-operator run businesses based in the Upper Midwest in the following sectors:

INDUSTRY	NAICS CODE
Value-added Distribution: - Assembly, kitting, or configuration - Consumable and branded products - B2B or B2C ecommerce	42, 423430 423450, 424690 454111
Business Services - B2B, technology enabled, and software	56, 561599, 561990
Healthcare - Services, distribution, and software	62 524298, 561110

We opportunistically look at industries other than manufacturing, construction, and retail.

KEY CRITERIA

FINANCIAL ATTRIBUTES

- \$3M to \$30M of Revenue
- \$750K to \$3M of EBITDA
- 15%+ EBITDA Margins, preferred
- Consistent Cash Flow
- Limited Capital Expenditures

OWNERSHIP SITUATION

- Owner-Operator Run
- Management to Transition / Exit
- Retirement Ready
- Limited Family Involvement

We pay buy-side fees and offer a generous referral fee agreement for proprietary introductions.

