



WHO WE ARE

Founded in 2010, IMB Partners is a private investment firm that leverages our unique strategic networks, capital resources, operational expertise, and distinctive industry knowledge across key sectors. We compliment the strength of our partner companies and deliver new, profitable, sustainable revenue. Our team has more than 100 years of combined investment experience, and our strategic industry relationships provide unique value creation opportunities for our partners.

INVESTMENT APPROACH

We partner with proven founders, owners, and management teams who are willing to reinvest meaningful capital or rollover equity with us. We utilize the following approach to guide our investment decisions.

\$2-\$15M

EBITDA

Add-ons as low as \$1M

Capital Expenditures

<20%

of EBITDA

Open to

**customer
concentration**

Our transaction experience includes:

- **Management and leveraged buyouts**
- **Recapitalizations**
- **Leveraged build-ups**

- **Corporate divestitures**
- **Joint ventures**
- **De-novo startups in partnership with large corporations**

Two-Step Buyout™ of closely-held or family owned companies, providing a flexible, long-term hold period for business owners seeking:

- A meaningful upfront cash payment for their business via a buyout
- The opportunity to “rollover” and retain a continued ownership position
- The ability to remain involved in the management and growth of the business (in the same role or a more strategic role)
- The ability to financially benefit from the value created in a second sale or recapitalization of the business in 3-5 years (second bite at the apple)



KEY INDUSTRIES

PLATFORM INVESTMENTS

- Utilities and Infrastructure Services
- Energy Transformation & Related Sectors
- Government Contracting

ADD-ON INVESTMENTS

- Utilities & Infrastructure Services
- Food Services
- IT & Cybersecurity Services

OUR VALUE-ADDED TOOLKIT

- Entrepreneurial Operating System ("EOS")
- Strategic Industry Partnerships
- Growth Through Acquisition
- Succession Planning
- Back-Office Services
- Social Impact & Community Initiatives

DEAL SOURCING TEAM



Lenora Robinson Mills
Chief Operating Officer

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Rich Beaty
Managing Director

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Chris Buffone
Director, Business Development

cbuffone@imbpartners.com

OUR PARTNER COMPANIES



Pro Food Holdings — comprised of Richmond Wholesale and AREA Holdings (Alder Foods & Elite Brands) — is a leading food manufacturer and distributor serving the U.S. military.



e&e IT Consulting is an IT services and consulting firm serving both government & commercial clients



Ashburn Consulting is a cybersecurity and network engineering firm serving government, education, and commercial clients.



eTelligent Group provides emerging technologies and program management solutions to the U.S. government



Carr & Duff provides specialty electrical services across industries including utilities, transportation, education, and healthcare.



Farwest Corrosion Control is a leader in protection and corrosion control services, including products, engineering, and installation.