

Ten:34 Partners is a specialized investment firm focused on providing tailored solutions to meet *your* objectives. We partner with founders and entrepreneurs of lower middle-market businesses as you navigate options to accomplish your personal and business objectives.

Ten:34 Partners' approach to investing focuses on matching world-class executive talent with lower-middle market opportunities. We execute this strategy either through partnering with these executives during a targeted search or supporting opportunistic strategies to uncover hidden value in small businesses.

WHY TEN:34

We started Ten:34 Partners to solve a need we encountered often; small business owners who've been *all-in* on building businesses that have reached a key inflection point, don't have a natural next step or are just ready to step back from the business. Historically, other private investment firms have ignored this segment due to size, lack of depth at the senior leadership level and/or the perceived heavy lifting to jumpstart growth. But this is exactly what excites and drives us at Ten:34. We invest to build on what you've built and to keep the Company's legacy alive.

INDUSTRY FOCUS

- Healthcare
- Business Services

TYPICAL SIZE CHARACTERISTICS

- Revenue \$5 - 30M
- EBITDA \$1 - 5M
- Enterprise Value < 20M

TYPE

- Provide flexible equity
- Prefer founder-led or private family businesses
- Management buyouts
- Shareholder liquidity events

WHAT WE DO

- Assess current customer base for risk/opportunity
- Supplement your team, if desired, with Ten:34 skills and resources
- Provide key introductions

The Ten:34 Partner's Advantage



Patient, nimble capital with laser focus on 4-6 portfolio companies



Family office partner that supplies investment capital to support Ten:34's mission



60+ years of combined experience generating value

We welcome investment proposals and referrals. Please direct them to:

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CURRENT AREAS OF FOCUS

Specialty Staffing Platform	Provider of Nurse Practitioner and associated services to long-term care facilities delivering care coordination to lower costs.
Unique Digital Label Manufacturer	Investing flexible capital to support a fast-growing digital label manufacturer disrupting the industry with technology and a strong, seasoned leadership team.
Cardiology Physician Practices	Targeted search for an independent cardiology physician practice with two to five MD specialists. Objective is to acquire a platform to keep independent and build a regional first in class practice.

SELECT PAST EXPERIENCE (prior to the formation of Ten:34 Partners)

Healthcare & Business Services Type: Growth Capital Date: 2016 Debt & Equity \$10,400,000	Healthcare Type: Buyout Date: 2018 Equity \$7,700,000	Business Services Type: Sale of ESOP Date: 2019 Equity N/A	Healthcare & Business Services Type: Growth Capital Date: 2015 Debt & Equity 12,000,000
Business Services Type: Growth Capital Date: 2019 Debt & Equity \$30,000,000	Healthcare Type: Growth Capital Date: 2016 Equity \$10,000,000	Healthcare Type: Buyout Date: 2015 Equity \$8,200,000	Business Services Type: Buyout Date: 2006 Equity \$5,200,000

RELEVANT CASE STUDY

- Assisted founders to recruit new CFO and several leadership members
- Founders remained in leadership roles
- Strategically altered staffing recruitment and retention model
- Made key client introductions
- Invested in technology upgrades
- Proprietary sourced
- Control investor & Chair of the Board

