

VISTA Private Equity Group

Investment Strategy: Acquire, build and hold small to medium size businesses with attractive long-term execution strategies

Industry Focus: Manufacturing (including light industrial)
Distribution (value-added / branded)
Business services

Transaction Types: Buyout or recapitalization of family-owned businesses
Management buyout transactions
Growth investments to support expanding businesses
Distressed business recapitalizations

Investment Size: \$3 to \$20 million equity investments

Investment Criteria: Companies with:

- Minimum annual revenue of \$15 million
- Prefer companies with positive cash flow margins of 10% or greater (willing to consider select distressed companies with lower cash flow margins)

Other preferences:

- Management teams with significant equity interests
- Majority investment ownership positions
- Primarily Texas and surrounding Southwest U.S.

Not Targeted: Startups; information technology; telecommunications; oil and gas exploration / production; financial institutions

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