

M E R E O

CAPITAL PARTNERS




Mereo Capital Partners (“Mereo”) makes operationally-focused private equity investments in lower middle-market companies

The Firm

- Mereo invests in founder/family-owned businesses, carve-outs of larger companies, and “orphan” companies of PE portfolios
- Our firm leverages its in-house resources in combination with a network of operating partners and industry experts to assist management teams with creating value

Investment Criteria

Investment Size & Types	Company Size	Geography	Key Company Characteristics
<ul style="list-style-type: none"> • \$10-25mm • Control Equity • Structured Minority Equity 	<p>\$15-200mm of Revenue</p> <p>\$3-15mm of Normalized EBITDA</p>	 <p>Unites States of America</p>	<ul style="list-style-type: none"> • Differentiated products or services that provide value and are important to customers • Opportunity to improve and grow the company through active ownership and investment

Sectors of Focus

 Business Services	 Healthcare Services	 Industrials	 Defense/Gov't Services
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Overview

Business process outsourcing, environmental remediation, facilities management, logistics, marketing, MRO, security, services+software, and testing	Accounts receivable management, physician & veterinarian practices, tech-enabled back-office services, and pharma supply chain services	Complex, highly-engineered machinery, materials, and specialty chemicals that perform mission-critical functions	Manufacturers of components for military aircraft/vehicles, specialty weapon systems, C3 systems, missiles, and ordnance
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Key Themes

Information technology; Artificial intelligence; Globalization; Productivity enhancements; Outsourcing	Growing elderly population; Insurance reform; Telemedicine; Cost effective delivery of medical services	Automation; Increased complexity; Development of new tools and techniques; “Internet of Things”	“The New Battlefield”; Niche production; Legacy platform modernization
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Team

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