

MERO

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
• \$10-25mm • Control Equity • Structured Minority Equity	\$15-200mm of Revenue \$3-15mm of Normalized EBITDA	 Unites States of America	• 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
Overview			
Professional services, environmental remediation, facilities management, logistics, marketing, MRO, security, services+software, and testing	Physician 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
Key Themes			
Information technology; Artificial intelligence; Globalization; Productivity enhancements; Outsourcing	Growing elderly population; Insurance reform; In-home care; 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

Team

Leo Helmers

Managing Partner – CEO
Conshohocken PA Office
lhellers@mereocap.com
484-341-3411

John O'Hare

Managing Partner
Conshohocken PA Office
johare@mereocap.com
610-834-6373

Rich Kurth

Partner
Stamford CT Office
rkurth@mereocap.com
484-341-3360

Giorgio Boero

Chief Financial Officer
Stamford CT Office
gboero@mereocap.com
203-722-5222

Phil Cooke

Vice President
Conshohocken PA Office
pcooke@mereocap.com
484-620-1020

Adi Shankar

Analyst
Conshohocken PA Office
ashankar@mereocap.com
484-834-6372