

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 distressed/special situations
- 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 • Distressed/Special Situations	\$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, pharma supply chain services, and lab services/equipment/supplies	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; 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
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Team

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