

BTC PARTNERS, LLC OVERVIEW

We are an entrepreneurial investment firm seeking to acquire or invest in, operate and grow a single small to medium-sized, privately held business. As a part of our team, we have a best-in-class group of investors and collectively, we offer a wealth of experience, knowledge and investment capability. Together, we will work closely with you to craft a customized deal to meet your objectives. Together, we are committed to long-term growth and to carrying on your legacy.



WHY BTC PARTNERS?

We offer an attractive alternative to more traditional forms of exit and will help facilitate a liquidity event that is personalized to your individual needs and circumstances. With the right combination of relevant experience and financial capital, supported by a best-in-class board of directors, we will ensure the continued success of your business.

Our extended team consists of serial entrepreneurs, operators and investment professionals, who have a collective wealth of experience investing in and growing businesses in North America, assuring you that your company will continue to thrive and your legacy will endure. With a strong track record of executing successful M&A transactions on a strictly confidential basis, we know what it takes to ensure a seamless transition.

INVESTMENT FOCUS

Industry

- » Sizeable and growing
- » High degree of recurring revenues
- » Fragmented market
- » Low complexity operations
- » Minimal cyclicalty
- » Low disruption risk

Company

- » History of profitability
- » Unique competitive advantage with potential for continued growth
- » Asset light operations
- » Diverse customer base

Financial

- » Annual revenues of \$5M to \$30M
- » Minimum EBITDA margins of 15%
- » \$1M to \$5M of free cash flows

Context

- » Entrepreneur is seeking to retire or exit without an obvious successor in mind
- » Entrepreneur wishes to have a reduced role in the business going forward
- » Entrepreneur is looking to divest a non-core asset

MANAGEMENT TEAM BACKGROUNDS

Raymond Tam

Raymond is a Managing Partner and co-founder of Big Tree Capital Partners, LLC. Raymond has extensive investment banking experience, having worked with two of the largest financial institutions in Canada, TD Securities and RBC Capital Markets. At TD Securities, Raymond was involved with the origination and execution of M&A advisory, equity and debt financing transactions for Canadian and U.S. clients. Previously, he was an M&A specialist at RBC Capital Markets where he was involved in all aspects of transaction execution. Raymond obtained his B.Com. degree from the Sauder School of Business, graduating with distinction for academic excellence.

Daniel Kim

Daniel is a Managing Partner and co-founder of Big Tree Capital Partners, LLC. Daniel has extensive experience in operations, sales and consulting across several businesses. Most recently, Daniel worked in strategy and operations management at Trident Management Consulting advising health care providers, call centres and retail chains. Previously, Daniel was VP & GM of Toronto's most prominent fireplace retailer, where he successfully executed a restructuring plan for the distressed company. Daniel holds an MBA from the Richard Ivey School of Business, graduating with distinction for academic excellence.

Please get in touch with us so we can get to know you better. We would appreciate the opportunity to learn more about your business and how we can help you in achieving your goals.

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