



Overview

Greenhall Capital Partners (Greenhall) is a Washington, D.C.-based private investment fund focused on special situation investing and taking control equity positions through managed equity buyouts, growth capital investments and leveraged recapitalizations in lower middle market companies with sub \$100MM of revenue. We offer action capital as a strategic partner to businesses looking for liquidity and operational management expertise. Greenhall invest in fragmented markets and founder-led companies with strong cash flows and stable revenues. Greenhall specifically targets companies in the following sectors: Distribution, Professional Services, Consumer, Industrial, Education, Healthcare and Information Systems in order to create value for our investors.

Greenhall offers a unique value proposition for qualified selling companies:

- **Generational Capital** – we provide capital for liquidity and a smooth management transition through an energetic team ready to relocate and assume the daily operating responsibilities of the business.
- **Business Continuity** – we are committed to ensuring business continuity and preserving customer and employee relationships. Our flexible investment structures can allow owners to retain an ongoing interest in the business.
- **Value Add Advisor Group** – Greenhall is significantly enhanced by its engaged advisor group, which includes experienced industry executives, business owners, and professional investors.

Investment Focus

Financial Profile

- Sub \$100 MM Revenue
- \$2 – 15 MM EBITDA
- 12%+ EBITDA margins
- Low to Moderate Debt

Company Metrics

- Multiple Customers
- Strong Positive Cash Flows
- U.S. Based, Mid-Atlantic Region
- Stable Revenue

Opportunity

- Company pursuing a strategic partner
- Owner seeking a liquidity event
- Business wanting long-term continuity for franchise and employees

Industries of Interest

Fragmented Markets

- Professional Services, Diversified and Family-owned Businesses and Healthcare

Industrial Services

- Distribution, Transportation, Loan Services

Consumer Services

- Education, Retail, Technology

Small Business Market

- Products and services targeting the U.S. small business segment

Management Team

Otis Ofori

Prior to forming Greenhall Capital, Mr. Ofori was a Director at O&A, a Washington, DC based asset management and investment firm with over \$700 million of AUM. Before O&A, Mr. Ofori worked at Winston & Strawn LLP in their Corporate Group, where he focused on corporate finance. Previously, Mr. Ofori was an Analyst with LECG in their Mergers & Acquisitions group. Mr. Ofori is licensed by the Virginia State and Massachusetts State Bar. Mr. Ofori received his J.D. from the University of Virginia School of Law where he served as an Articles Editor for the *Virginia Tax Review* and a B.A. in Economics from the University of Virginia.

Curtis Ofori

Prior to forming Greenhall Capital, Mr. Ofori worked in the investment bank group at Morgan Stanley in New York and in the Small Business Lending Group at the U.S. Department of Treasury. Prior to investment banking and Treasury, Mr. Ofori was a consultant at Booz Allen Hamilton. Mr. Ofori is a licensed CPA in Virginia, holds a Project Manager Professional (PMP) ® designation, along with a Certified Government Financial Manager (CGFM) ® accreditation. Mr. Ofori received an MBA from the Wharton School at the University of Pennsylvania where he was a Joseph Wharton Scholar and a B.A. in Accounting from the McIntire School of Commerce at the University of Virginia.

Greenhall Capital Partners will work closely with intermediaries and pay industry standard finder's fees. Please contact us if you have any questions regarding the potential sale of a business that fits our investment criteria.

Contact Information

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