

SET

CAPITAL PARTNERS

www.set.capital

INVESTMENT PARTNERS SEEKING TO ACQUIRE AND OPERATE A GREAT BUSINESS

SET Capital Partners is a private entrepreneurial investment partnership seeking to acquire, manage, and grow a profitable business. We can provide a transitioning business owner a unique and personalized exit opportunity while equipping their company with renewed entrepreneurial energy, management expertise, and growth capital. Following acquisition, we will take an active, local role in day-to-day operations to ensure a stable transition and to drive continued growth.

WHAT WE LOOK FOR

An opportunity to create superior returns through increased revenue growth and scale, operating efficiency, prudent financial leverage, and reinvigorated management.

Situation

- ◇ Motivated seller seeking majority exit
- ◇ Owner/operator willing to assist transition
- ◇ Strong middle management eager to remain

Industry

- ◇ Growing and profitable
- ◇ Fragmented competition
- ◇ Limited exogenous threats
- ◇ Product/service differentiation
- ◇ Services or low capital intensity manufacturing

Financial

- ◇ 3+ year history of continuous profitability
- ◇ EBITDA \$0.5–2 million
- ◇ EBITDA margin >15%

Business

- ◇ Private, U.S. based (Upstate SC preferred)
- ◇ Clear differentiation and competitive advantage
- ◇ Stable cash flow from recurring revenue
- ◇ Excellent reputation with diversified customers

WHAT WE OFFER

We are hands-on entrepreneurs seeking to acquire, operate and grow a single business for the long term, taking care of relationships with stakeholders and the local community.

Focus

- ◇ Active, local managers
- ◇ Concentrated on acquiring one business
- ◇ Constructive and straightforward negotiation

Experience

- ◇ Broad industry knowledge and transaction experience
- ◇ Ability to quickly assess opportunities and provide direct feedback and initial thoughts on valuation

Flexibility

- ◇ Structuring the transaction to address the particular needs of the business owner and management

Relationship

- ◇ Relationship with the seller and their engagement throughout the process is vitally important to us - their experience is invaluable

Integrity

- ◇ Committed to treating all fairly and with respect
- ◇ Strict confidentiality

OUR TEAM

SET Capital Partners was co-founded by Spencer and Taylor Elliott, who will be responsible for managing day-to-day business operations upon completing an acquisition. Together they have 20+ years of experience in professional investing, investment banking, business consulting and process improvements, engineering, and customer relationship management.



Spencer Elliott | With over a decade of leveraged buyout experience, including \$800+ million of principal investments in middle market companies, Spencer brings investing and transaction experience enabling SET Capital Partners to conduct due diligence and close a transaction quickly and efficiently. He was previously with Bain Capital Credit and began his career at J.P. Morgan. Spencer grew up working in the family geomembranes business and graduated from Baylor University.



Taylor Elliott | Taylor has a strong technical and business foundation formed from experiences in engineering, business process improvement consulting, project/program management, and customer relationships. As an engineer and business consultant, Taylor brings operational and strategic expertise to SET Capital Partners. Taylor earned her MBA from Rollins College, Master's of Engineering from the University of Virginia, and a Bachelor of Engineering from Vanderbilt University.