

Management Buyouts

Edison targets management buyouts with a purchase price between \$5-25 million. Emerging growth business units sometimes become orphans within larger corporations. With \$650 million under management and 20+ years of investment experience, Edison provides the capital and value-added services to support management in acquiring and building successful companies. Edison can promptly make an offer and complete due diligence for a corporate spinout, recapitalization or consolidation. Edison Limited Partners also participate as lenders and co-investors. www.edisonventures.com

Investment Profile

- \$5-25 million purchase price
- Equity and leverage
- Growth buyout
- Corporate spinout
- Acquisitions
- Consolidation and rollup
- Recapitalization
- Key employee incentive stock

Company Characteristics

- Information technology
- Mid-Atlantic region
- Niche market leader
- Experienced management
- Domain expertise
- Recurring revenue
- Scalable business model
- Not capital intensive

Market Specialties

- Business services
- Financial technology
- Pharmaceutical IT
- Communication software
- Application software
- Interactive Marketing
- Supply chain & logistics
- Healthcare IT
- Human resources

Edison Participation

- Lead or sole investor
- Flexible terms
- Attract lenders and investors
- Director and advisor
- Organizational development
- Management counsel
- Recruiting and incentives
- Client and partner referrals
- Sales & marketing

