



## PONTALBA CAPITAL

### Overview

Pontalba Capital is a private investment firm focused on the tech-enabled business and healthcare services sectors of the lower middle market. Pontalba partners with entrepreneurs, founders and families, providing equity capital, expertise and resources to actively and constructively grow each business without the limitations of traditional funds. With decades of investing experience, we have acquired or invested in large and small companies, through buyouts and growth equity investments, and have a track record of forging healthy collaboration with management to drive significant equity value creation.

### A Consistent, Differentiated Approach

- *Experience* – Investment judgment and financial expertise from successfully advising and growing businesses.
- *Seasoned partnership approach* – Constructive support tailored to management’s needs.
- *Operating executive network* – Available on every opportunity as needed.
- *Substantial personal investment* – In every deal.
- *Long term horizon* – Our capital is patient; no obligations as to when to sell.
- *Management equity participation* – Through incentive plans aligned with our own interests.

### Investment Criteria

- EBITDA of \$3-10 million
- Emphasis on growth-oriented, services businesses
- Capability to invest in international businesses

### Sectors: Business and Industrial Services

- Technology-enabled business services
- Communications and information services
- Healthcare services
- Test/measurement services and instrumentation

### Transaction Types

- Acquisition for a control or minority position
- Growth equity or expansion capital
- Recapitalizations for selling shareholders or family-owned businesses

### Experience

- 20 years private equity experience – JPMorgan Partners, CCMP Capital, Moelis Capital Partners
- Director on 10 boards, including USFGIS (current), AMC Entertainment, MidCap Financial, Ono, Lightship
- BS, Electrical Engineering and MBA, University of Virginia
- Experience working in London and Paris

### Stephan Oppenheimer

*Managing Partner*

261 Madison Avenue, 10<sup>th</sup> Floor

New York, New York 10016

(917) 913-3320

[stephan@pontalbacapital.com](mailto:stephan@pontalbacapital.com)