



## Acquisition Focus: Business Services

Delphis Capital seeks to invest in service companies with unique business processes, strategic positioning, or technologies to deliver value to customers in a variety of industries:

- Healthcare support services
- Payroll and employee benefit services
- Financial and specialty insurance services
- Software and IT-enabled information services
- Specialized business services / business process outsourcing
- Other service industries

## Introducing Delphis Capital Partners

Based in the San Francisco Bay Area, Delphis Capital Partners is a leading acquirer and operator of small U.S.-based companies. Formed by leading investors and executives, it acquires majority stakes in companies with revenues of \$5-50 million, and dedicates its Principal's full commitment to operating the company thereafter. Delphis Capital's mission is to acquire profitable companies and to build them into world class companies, while bringing full or partial liquidity to business owners, allowing them to transition away from management, and perpetuating their legacy.

## More than Shareholder Liquidity

Delphis Capital's team has a long track record of building world-class companies and of successfully partnering with highly committed management teams. It seeks to bring business owners unique benefits, by:

- Concluding acquisition process smoothly and fairly
- Operating under the principles of utmost integrity, teamwork, passion, and honesty
- Providing manager-owners with full or partial liquidity
- Adapting investment structures to business owners' needs
- Fully dedicating Principal's efforts to build long-term value
- Focusing on long-term value, with no pre-determined holding period before exit

## Investment Criteria

Delphis Capital Partners seeks to acquire majority positions in standalone companies and spin-offs / divestures of larger corporations. It targets companies with solid fundamentals and low operating risk, in industries with attractive dynamics. Delphis Capital's target company characteristics are:

- \$5-\$50 million of revenue
- \$2-8 million of EBITDA (margins above 10%)
- Solid operating history and reputation
- Significant revenue and margin improvement potential
- Recurring or predictable revenue streams
- Attainable leadership position within market or niche
- Need for additional human and/or financial capital to accelerate growth
- Located in any of 50 states

## Contact Us

We invite you to contact us to discuss investment opportunities, to learn more about Delphis Capital, or to introduce us to business owners who might fit our criteria and be interested in an exit (we pay standard finder fees). Please contact us at [info@delphiscap.com](mailto:info@delphiscap.com).