

AFM Capital is an operationally driven private investment firm specializing in control investments in middle-market companies. We partner with growth-oriented companies and talented management teams to create significant long-term value.

Building Great Companies

AFM Capital was founded by entrepreneurs to pursue investments in market-leading companies that can benefit from our strategic, operational, and financial support to realize their full market potential.

We team with management to unlock long-term value and pursue growth through strategic planning, operational excellence, commercial excellence, financial sponsorship, and add-on acquisitions.

Platform Company Attributes

- ✓ Actionable Growth Prospects
- ✓ Defensible Market Position
- ✓ Talented Management Team
- ✓ Differentiated Product or Service Offering
- ✓ High Free Cash Flow Conversion
- ✓ Family or Founder-Owned Businesses
- ✓ High Customer Retention
- ✓ Recurring or Reoccurring Revenue Models

Investment Criteria

- **EBITDA:** \$3 to \$15 million
- **EBITDA Margins:** >10%+
- **Revenues:** \$10 to \$125 million
- **Gross Margins:** >30%+
- **Geography:** U.S. & Canada HQ
- **Type:** Buyouts, Recapitalizations, Carve-outs
- **Identifiable Value Creation Plan**
- **Growing or Underserved Market**

Target Industry Sectors



Advanced Industrials

- Aerospace & Defense
- Industrial Manufacturing
- Building Products
- Plastics & Packaging
- Automotive Aftermarket
- Metals & Specialty Mfg.



Consumer Goods

- Food and Beverage
- Consumer Products
- Beauty and Nutrition
- Petcare Products
- Personal Care
- Household Products



Business Services

- IT Managed Services
- Residential Services
- Safety and Security
- Professional Services
- Facilities Management
- Infrastructure Services

AFM Capital Difference

- Growth-oriented, entrepreneurial investors who bring decades of leadership to building and scaling companies
- Collaborate with leadership to achieve company's vision, competitive advantage, and market potential
- Long-term partners building value through industry-driven thesis and value creation playbook
- Value-added expertise in strategy, sales & marketing, operations, finance, human capital, and supply chain
- Flexible transaction structures with emphasis on speed, certainty, and transparent relationships



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