

## Partnership-Focused Investors Building Lasting American Enterprises

Chinook Investment Partners (“Chinook”) is an entrepreneurial equity capital partner focused on investing in lower middle market American companies in growing, fragmented industries. We target sectors with formidable barriers to entry that are providing an essential product or service. Our firm leverages a strong network of operators and advisors to build a grassroots partnership together with leading founders and management teams. Chinook focuses on value-add investments in human capital, systems implementation, technology, customer and segment optimization, and corporate governance early in the partnership to drive strong equity value creation.



### Transaction Type

- Management buyouts and recapitalizations.
- Majority control or significant minority positions.
- Meaningful management and / or seller rollover equity participation.



### Financial Profile

- Revenue of \$5-\$100mm and EBITDA of \$1-\$10mm.
- Strong organic revenue growth.
- Minimum EBITDA margins of 10%.
- History of consistent profitability and cash flow generation.

### Mission Statement:

Create long-term economic and human-centric value for Chinook’s investors and investment portfolio company partners through diligent stewardship and thoughtful deployment of capital in growing lower middle market American businesses.

## Platform Investment Attributes



**Impressive organic growth and add-on M&A opportunities.**



**Clear value proposition from service or product.**



**Recurring demand and strong customer retention.**



**Stable free cash flows. Predictable working capital and capex intensity.**



**Entrepreneurial or founder-owned businesses.**



**Significant benefits from economies of scale in fragmented markets.**



**High-quality customer base in recession-resilient end markets.**



**Growth-focused management with low employee turnover.**

## Preferred Sectors

### Healthcare

- Home care, home health, and hospice
- Infusion
- Animal health
- Physician practice management
- Behavioral health
- Concierge, wellness, and aesthetics
- Medical equipment services
- Staffing and admin process outsourcing
- Medical benefit management
- Consulting and regulatory services

### Business Services

- Facility services
- Environmental services
- IT and cyber managed service providers
- Parking services
- Safety services
- Commercial sanitation services
- Education and training
- Consulting services
- Storage services
- Outsourced legal services

### Industrials

- Packaging and labeling
- Value-add distribution
- Industrial automation
- Equipment sale, rental, and service
- Infrastructure services
- Traffic control
- Testing and compliance

### Essential Consumer Services

- Residential services
- Auto collision and hail repair
- Aftermarket auto parts
- Pet boarding and grooming services
- Pet food and supplements

## Core Values and Principles



**RESPECT**



**PARTNERSHIP**



**RESULTS-ORIENTED**



**HUMILITY**



**GRIT**



**ENJOY THE PROCESS**

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