



# Reynolda

EQUITY PARTNERS

OCTOBER  
2023

## 25+ Years of Successful Partnerships with Founders and Management Teams

We are partnership-oriented investors with a passion for investing alongside business owners and management teams. As such, Reynolda Equity is pleased to announce it has been named to Inc.'s Founder-Friendly Investors list for the second consecutive year. The annual recognition honors private equity, venture capital, and debt firms with the best track record of success backing entrepreneurs and helping founder-led businesses grow.

We understand that our continued success hinges on our ongoing commitment to collaboration, transparency, and dependability with the entrepreneurs we back. We strive to help our portfolio companies navigate the road ahead with strategic, operational, and financial guidance to accelerate growth.

**Inc.**

**Founder-Friendly  
Investors  
Honoree**

**2022**

**Inc.**

**Founder-Friendly  
Investors  
Honoree**

**2023**

"Reynolda was a great partner for me as I worked through transitioning the family business into a professional company poised for growth. Their team's ability to help me recruit talent to the organization, build a true leadership team, expand our breadth of products and channels, and complete tuck-in acquisitions in product adjacencies all served to create a best-in-class automotive aftermarket platform. And along the way, we had a ton of fun working together."

David Hardin  
General Manager  
TPT Solutions / TransGo

"I chose Reynolda because of the strong bonds created with the team during our sale process. To this day, I consider the group I worked with at Reynolda to be my friends, and I appreciate everything they did for us and what I learned working with them."

Michael Lewis  
Executive Chairman  
Quick Med Claims

## REPRESENTATIVE FOUNDER-OWNED PORTFOLIO COMPANIES



### TARGET COMPANY CHARACTERISTICS

- ▶ Proven, experienced leadership
- ▶ Sticky, repeat customer relationships
- ▶ Recurring revenue and sustainable cash flow
- ▶ Potential for accretive add-ons

### TARGET COMPANY PARAMETERS

- ▶ EBITDA of \$2 – 8 million
- ▶ Enterprise values of \$20 – 100 million

### TRANSACTION TYPES

- ▶ Owner-driven recapitalizations
- ▶ Management buyouts
- ▶ Corporate carve-outs