



CAPITAL PARTNERS

Results Matter

Overview

RM Capital Partners (“RM Capital”) is a uniquely positioned lower middle market private equity firm with a singular focus on the infrastructure services industry. RM Capital deploys a truly differentiated operationally-focused partnership approach with management teams, combining industry expertise, strategy, accountability, culture, and ethics – we believe these are the foundational building blocks of success. Our team has extensive domain coverage and a proven track record of successful investments, completing more than 30 transactions comprising over \$1.0 billion in capital.

RM Capital utilizes a people first investment approach that supports future growth and value creation while respecting the comprehensive knowledge, leading industry reputation, and entrenched relationships built by founders and operators. Leveraging decades of experience working with lower middle market companies, we understand their unique needs and how to best structure M&A transactions that optimize the outcome for all stakeholders.

We seek to collaborate with passionate management teams searching for a strategic partner that can provide significant human and financial capital to support companies through the next phase of accelerated growth. We champion a genuine culture of continuous improvement and operational excellence, underscored by dedication, integrity, humility, and trust. We firmly believe our relevant experience, strategic focus, and partnership approach enable individuals to achieve their professional goals while also best positioning businesses to build shareholder value and maximize investment returns. Results matter.

To discuss investment opportunities, please contact:
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Investment Principles

- Mission critical service offering
- Defensible market position
- Diversified and recurring customer base
- Strong financial profile with predictable cash flows
- Actionable organic and acquisitive growth initiatives
- Family- or founder-owned
- Favorable market dynamics
- Revenue between \$5.0 million and \$50.0 million
- EBITDA between \$0.5 million and \$5.0 million

Team Principles

- Partnership, passion, and vision
- Humility, honesty, and trust
- Communication, collaboration, and innovation
- Integrity, adaptability, and morality

Proven Value Creation Playbook

- Establish governance and communication cadence
- Build-out management teams and incentive structures
- Create new financial reporting dashboards and KPIs
- Revamp revenue generating go-to-market strategies
- Acquire accretive add-on targets
- Expand geography, service offering, and end markets
- Assess productivity and efficiency improvements
- Facilitate strategic capex spend on high-ROI projects
- Explore back-office technology and ERP systems
- Optimize cash flow dynamics

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Infrastructure Services Value-Driven Investment Thesis

Target Market Segments



Highly Compelling Investment Characteristics

Mission Critical Services	Unique Competitive Differentiation	Low Customer Concentration
Established Revenue Visibility	Strong Financial Profile	Healthy Cash Flow Dynamics
Favorable Industry Trends	Mature, Fragmented Market Segments	Strong Growth Prospects
Experienced Management Teams	Repeatable Value Creation Playbook	Multiple Arbitrage At Scale