



# Revenue Management

**JB Revenue Management** is a private investment firm focused on providing capital to established, smaller middle market businesses, operating in nearly all industry sectors, with revenues between \$5 and \$100 million. We invest in a variety of transactions including growth capital, acquisitions, recapitalizations, and buyouts.

## Committed to the Middle Market

- JB Revenue Management invests syndicates and sources in established businesses with experienced management teams that have a solid operating history and significant growth potential.
- Target companies have revenues between \$5 and \$100 million and EBITDA of at least \$1 million.

## Flexible Approach to Investing

- JB Revenue Management provides a wide range of junior capital financing structures, including subordinated debt with warrants, preferred stock, and common equity.
- We will invest in both minority and control positions.
- We are industry generalists, with a proven track record in consumer products and Services, business services, manufacturing, distribution, healthcare services, education, waste and recycling, and hardware and software technologies.
- Our principals have extensive experience leading transactions, as well as working with other private equity firms and independent sponsors.

## Experienced Partner

- The firm's general partners International Trade, LLC have all worked together since 2010, and collectively bring 30 years of experience in operating management, consulting, investment banking, and private equity.
- As well as providing capital, our investment has the knowledge, expertise, and resources to assist management in all aspects of corporate growth.

## Company Criteria

- Companies with 3+ years of operating history
- Moderate to strong historical and projected growth
- Revenues of \$5 to \$100 million
- EBITDA of at least \$1 million
- Experienced management teams
- Based anywhere in the continental U.S and Canada
- Industries of focus include:

Business Services  
Education  
Healthcare  
Manufacturing

Consumer Products Services  
Waste and Recycling  
Later Stage Technology  
Distribution

## Investment Size

- \$3 to \$100 million target investment
- Flexible capital structure:
  - Subordinated Debt
  - Preferred Equity
  - Common Equity
- Control and minority transactions
- Willingness to Co-invest with partners

## Transaction Types

- Growth Capital
- Acquisition Financing
- Shareholder Liquidity
- Recapitalizations
- Management Buyouts

**JB Revenue Management** does not take a “one size fits all” approach to its investment strategy. We work with each company to create an individualized structure that best meets the needs of that business and the objectives of its stakeholders. Our more than twenty years of investment experience are as diverse as the companies with which we partner.