

Seneca Partners is an active independent sponsor located in metro Detroit that specializes in lower-middle market opportunities. Seneca works closely with family offices and institutional capital partners to invest in profitable businesses based in the U.S. and Canada. The focus is on businesses where Seneca can play an active board role to add value, as well as industries where we or our partners have a deep understanding of the dynamics, trends and potential growth strategies.

INVESTMENT CRITERIA

GEOGRAPHY

U.S. & Canada Headquartered

INDUSTRY

Seneca takes an agnostic, opportunistic approach to investing with strong experience and high interest in:



MANUFACTURING



HEALTHCARE
SERVICES



BUSINESS/
INDUSTRIAL
SERVICES



SPECIALTY
FINANCE



IT SERVICES



DIRECT TO CONSUMER

SIZE

Revenue: \$5M to \$100M+
EBITDA: \$3M to \$20M+
Equity: \$3M to \$40M+

HOLD PERIOD

Flexible - handled on a case-by-case basis

What Makes Seneca Partners Unique?

DEAL FLOW

More than half of Seneca's deal flow comes from Seneca's network of 300+ independent sponsors. Seneca's deep team, extensive capital partner relationships and willingness to share deal economics make it an attractive partner for other independent sponsors. As an active independent sponsor, Seneca knows how to get these deals done.

Proprietary deals

Alongside its independent sponsor partnerships, Seneca's investment approach places a major emphasis on identifying opportunities through proprietary relationships and regional bank processes at highly attractive valuations.

CAPITAL PARTNER NETWORK

Seneca has developed deep capital partner relationships which are interested in supporting independent sponsor transactions:

300+
Family
Offices

400+
Private Equity
Funds and
Asset
Managers

150+
Credit, SBIC, &
Mezzanine
Funds

DEEP TEAM

Seneca is composed of eight industry professionals that enable an all-hands-on-deck approach to deal sourcing, modeling, CIM/management presentation creation, capital sourcing, due diligence and portfolio monitoring.

The Result?

Seneca gets more good deals done faster.

RECENT INDEPENDENT SPONSOR DEALS (12 closed deals since July 2017)

MANUFACTURING/DISTRIBUTION



- Acquired in 2020
- Ann Arbor, MI
- Weapons sights and accessories manufacturer



- Acquired in 2020
- Ronkonkoma, NY
- Lab equipment and furnishing manufacturer



- Acquired in 2020
- Southfield, MI
- Lighting fixture and electrical supply distributor

INDUSTRIAL/BUSINESS SERVICES



- Acquired in 2017
- Denver, CO
- Cleaning, repairing, and maintenance of railcars



- Acquired in 2017
- Houston, TX
- Provider of terminal and transloading services



- Acquired in 2020
- Grandview, TX
- Provides safety training, assessment and certification services and equipment



- Acquired in 2022
- Vallejo, CA
- Marine & shipyard services, aggregate sales, and work boat manufacturing

IT SERVICES



- Invested in 2019
- Denver, CO
- Developer of gamified-cybersecurity training software and cyber ranges



- Originated in 2021
- Yucatan Peninsula, Mexico
- A US infrastructure company providing broadband services in Mexico

THE SENECA PARTNERS TEAM



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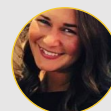
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