



Data & Tools for Independent Sponsors

Sell-Side Members With A History of Closing Deals With Independent Sponsors

Company Name	Axial Member Since	Company Type	Industry of Most Marketed Deals	Average Revenue of Marketed Deals	Average EBITDA of Marketed Deals	Total Deals Marketed on Axial
[REDACTED]	2015	M&A Advisory Firm	Industrials	\$14,181,895	\$1,750,293	74
[REDACTED]	2013	Investment Bank	Industrials	\$20,406,434	\$3,805,002	50
[REDACTED]	2019	Investment Bank	Industrials	\$26,799,000	\$4,231,312	16
[REDACTED]	2012	Business Broker	Industrials	\$14,133,340	\$1,717,508	1371
[REDACTED]	2014	M&A Advisory Firm	Technology	\$6,600,435	\$719,154	35
[REDACTED]	2014	M&A Advisory Firm	Industrials	\$26,879,729	\$2,627,162	37
[REDACTED]	2011	Investment Bank	Industrials	\$10,775,893	\$1,363,595	47
[REDACTED]	2019	Business Broker	Technology	\$11,776,666	\$2,006,666	6
[REDACTED]	2010	M&A Advisory Firm	Consumer Goods	\$18,679,245	\$2,816,732	163
[REDACTED]	2012	M&A Advisory Firm	Healthcare	\$3,950,586	\$836,692	36
[REDACTED]	2018	M&A Advisory Firm	Transportation	\$10,459,230	\$2,143,076	13
[REDACTED]	2010	Business Broker	Industrials	\$8,072,758	\$1,039,921	3815
[REDACTED]	2009	Investment Bank	Technology	\$22,880,010	\$3,126,124	182
[REDACTED]	2020	M&A Advisory Firm	Technology	\$10,635,901	\$1,620,843	17
[REDACTED]	2018	Business Broker	Industrials	\$4,141,965	\$945,028	161
[REDACTED]	2016	M&A Advisory Firm	Industrials	\$16,898,158	\$2,495,805	97

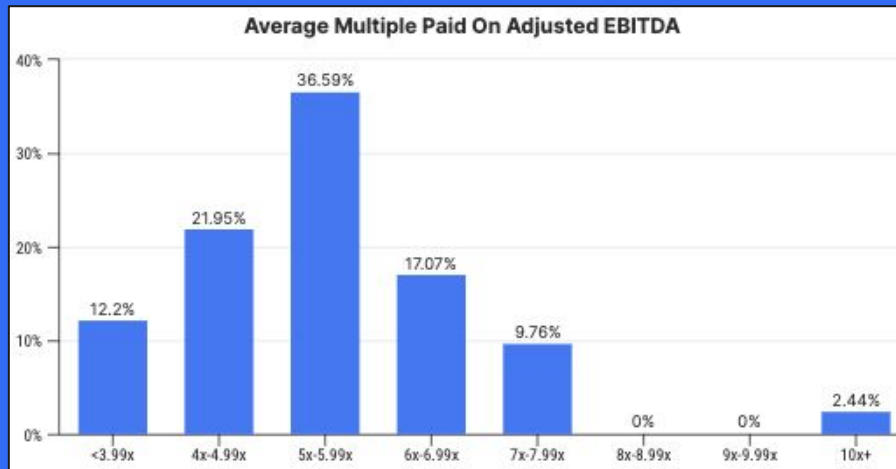
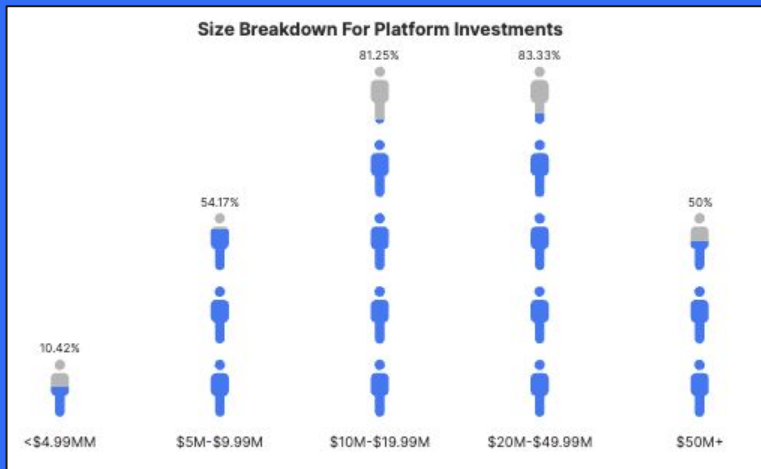
Anonymized LOI Terms For Axial-Sourced Independent Sponsor-Led Deals

LOI Year	Deal Industry	Business HQ	Purchase Price	Revenue	EBITDA	EBITDA Multiple	Earnout	Seller Note	Exclusivity Days	Working Capital Adjustments	Non Competes	Mgmt Transition Period
2022	Consumer Goods	GA	\$7,150,000	\$9,800,000	\$1,117,231	6.40	\$0	\$0	60	✗	✗	✗
2022	Transportation	SD	\$20,000,000	\$9,700,000	\$1,300,000	15.38	\$1,750,000	\$0	110	✓	✗	✗
2022	Consumer Goods	WI	\$5,600,000	\$8,735,923	\$935,968	5.98	\$0	\$500,000	60	✗	✗	✗
2022	Healthcare	CA	\$3,275,000	\$3,020,000	\$908,000	3.61	\$0	\$275,000	45	✓	✗	✓
2022	Agriculture	NV	\$33,000,000	\$12,500,000	\$1,600,000	20.63	\$0	\$0	90	✓	✓	✗
2022	Consumer Goods	IN	\$12,000,000	\$24,170,000	\$2,600,000	4.62	\$2,000,000	\$0	40	✓	✗	✗
2022	Industrials	CA	\$8,625,000	\$7,000,000	\$1,900,000	4.54	\$1,625,000	\$0	75	✓	✓	✓
2022	Healthcare	NY	\$18,800,000	\$11,100,000	\$4,000,000	4.70	\$0	\$2,000,000	90	✓	✓	✗
2021	Industrials	FL	\$13,000,000	\$21,412,449	\$3,320,670	3.91	\$0	\$0	90	✓	✓	✗
2021	Technology	AZ	\$25,090,000	\$5,580,000	\$3,250,000	7.72	\$1,430,000	\$0	45	✓	✓	✓
2021	Transportation	OH	\$10,500,000	\$18,200,000	\$1,960,000	5.36	\$0	\$500,000	60	✓	✓	✗
2021	Healthcare	TN	\$26,200,000	\$7,700,000	\$1,600,000	16.38	\$0	\$1,600,000	90	✓	✓	✓
2020	Food & Hospitality	MA	\$2,650,000	\$5,300,000	\$900,000	2.94	\$0	\$0	60	✓	✓	✗
2020	Industrials	GA	\$70,200,000	\$36,000,000	\$8,000,000	8.78	\$5,920,000	\$10,360,000	90	✓	✗	✗
2020	Healthcare	NJ	\$14,303,000	\$13,500,000	\$2,500,000	5.72	\$0	\$0	120	✓	✗	✗
2020	Technology	VA	\$13,340,000	\$13,311,000	\$1,828,000	7.30	\$0	\$2,630,000	90	✗	✗	✗

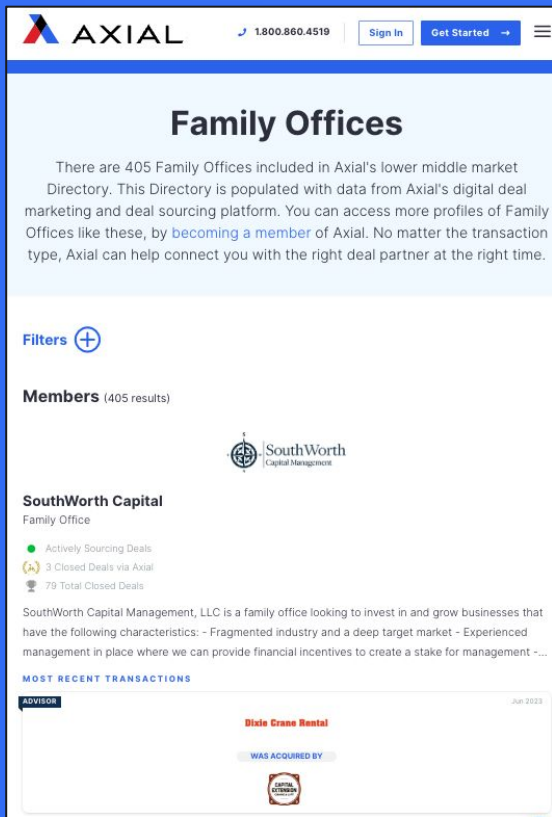
Axial's Independent Sponsor Research

Independent Sponsors are one of the top three highest growth segments on Axial.

Given their rise in prominence, Axial surveyed the lower middle market Independent Sponsor community to dig deeper into the model. The [report linked](#) in the QR code sheds light on the challenges and opportunities associated with transacting via the Independent Sponsor model.



Tap the Axial Broker Directory and LP Directory (Once Under LOI)



The screenshot shows the Axial website interface. At the top, there is a navigation bar with the Axial logo, a phone number (1.800.860.4519), and buttons for 'Sign In' and 'Get Started'. The main heading is 'Family Offices'. Below this, a paragraph explains that there are 405 family offices included in Axial's lower middle market directory, populated with data from Axial's digital deal marketing and deal sourcing platform. It mentions that users can access more profiles of family offices like these by becoming a member of Axial. A 'Filters' button with a plus sign is visible. Below the filters, it says 'Members (405 results)'. The first result is for 'SouthWorth Capital', a Family Office. It lists statistics: 'Actively Sourcing Deals', '3 Closed Deals via Axial', and '79 Total Closed Deals'. A short description follows: 'SouthWorth Capital Management, LLC is a family office looking to invest in and grow businesses that have the following characteristics: - Fragmented industry and a deep target market - Experienced management in place where we can provide financial incentives to create a stake for management ...'. Below this, there is a section for 'MOST RECENT TRANSACTIONS' with a sub-section for 'ADVISOR' dated 'Jun 2023'. It shows a transaction for 'Dialo Crane Rental' which was 'ACQUIRED BY' 'LIFE FITNESS'.

Axial offers a free lower middle market directory that includes family offices and others backing Independent Sponsors.

- **Axial's Family Office Directory:** 400+ Firms
- **Axial's Investment Bank Directory:** 800+ Firms
- **Axial's M&A Advisor Directory:** 1700+ Firms
- **Axial's Business Broker Directory:** 900+ Firms

For intros to LPs when you're under LOI on a deal, Members can ping their Member Success Manager at help@axial.net.


Access Axial's Company Directory 



Select Transactions From Axial Independent Sponsor Acquirers




ACQUIRED




ADVISED BY




Hardware Store



INVESTED IN



ADVISED BY



Analysis . Strategy . Action

Medical Billing



ACQUIRED



ADVISED BY



Merger and Acquisition Consultants, Inc.

HVAC & Plumbing



ACQUIRED



ADVISED BY



Septic Tank
Manufacturing



ACQUIRED




ADVISED BY




ONE CLIENT AT A TIME

Automotive Services




ACQUIRED



MOVING YOUR BUSINESS FORWARD

ADVISED BY



Software
Development



ACQUIRED



ADVISED BY



Cyber Security



ACQUIRED




ADVISED BY




Automotive
Manufacturing

Select Transactions From Repeat Axial Independent Sponsor Acquirers




Weave Growth Partners


ACQUIRED



ADVISED BY




Baby Equipment Retail




Weave Growth Partners

INVESTED IN



Committed to Excellence

ADVISED BY



Analysis . Strategy . Action

Medical Billing



AMALGAM CAPITAL

ACQUIRED




MECHANAIR

ADVISED BY




Merger and Acquisition Consultants, Inc.

HVAC & Plumbing



AMALGAM CAPITAL

ACQUIRED




HAMPTON ROADS MECHANICAL

ADVISED BY




GENERATIONAL EQUITY

Mechanical Contractor




CMG COMPANIES

ACQUIRED



ADVISED BY



Hardware Store



CMG COMPANIES



ACQUIRED




Business, Remodels, Redecorate

ADVISED BY




Business Sales - Mergers & Acquisitions

Hardware Store



RoX Capital

ACQUIRED



ADVISED BY

Gentry Company

Construction



RoX Capital

ACQUIRED



ADVISED BY



Black Diamond Realty LLC

Septic Tank Manufacturing

Independent Sponsor Acquisition Case Studies



3x Axial Closer



CMG Companies is a Franchise Times top 25 multi-unit operator of restaurants, retail, and hotels. They operate approximately 300 restaurants, 90+ retail units and 8 hotels. Brands that they are currently involved with are KFC, Taco Bell, Marriott, Hilton, IHG, Genghis Grill, Sonic, and Rent-A-Center to name a few.

CMG leveraged Axial to acquire a series of ACE hardware stores. This allowed them to diversify their portfolio outside of the hospitality industry, while playing into their strengths (ability to successfully operate within a franchise system).



2x Axial Closer



Weave Growth Partners is a California based Independent Sponsor, founded by partners who have domain expertise in deep technology. They leverage the Silicon Valley playbook, based on data, analytics, and artificial intelligence, to create value within the businesses they acquire.

In 2021, Weave Growth leveraged Axial to acquire Knack Global, a medical billing firm, and Stroleria, an online seller of high-end baby equipment. They have since automated Knack's claim processing using a machine learning system, and transformed Stroleria into a hub that leverages proprietary data to educate parents about the right gear to purchase for their child at the right time.

Select Axial Members Backing Independent Sponsors



Tuckerman Capital is a private equity firm that works with experienced executives and Independent Sponsors to invest in and build exceptional small companies that deliver innovative solutions for the long-term.

Financial Criteria:

Revenue: \$15 million to \$60 million | EBITDA: \$3 million to \$10 million



First Haven Capital is an affiliate of the Turtle Creek family office, and is focused on both direct investments and acquisition financing for sponsor-backed companies.

Financial Criteria:

Revenue: Over \$20 million | EBITDA: Over \$3 million



Matrix Private Capital Group ("Matrix") is a multi-family office, led by the former CEO of Lehman Brothers. The firm leverages its executive network and expertise to source and execute direct as well as co-investment opportunities for clients.

Financial Criteria:

Revenue: \$5 million to \$300 million | EBITDA: \$0.5 million to \$50 million

Masters in Small Business M&A Podcast

Hosted by Axial founder & CEO Peter Lehrman

Masters in Small Business M&A dives into the origin stories, key transactions, and key career moments of both seasoned and emerging dealmakers, acquisitive operators and trusted advisors exclusively within the small business M&A ecosystem. Below are two episodes from this season featuring Independent Sponsors.

Episode #14 - Leaving mid-market PE to become an independent PE sponsor



In this episode Peter sits down with Nathan Chandrasekaran, Co-Founder and Partner at Columbia River Partners. They start by discussing the impetus that pushed Nathan to leave behind a comfortable and prestigious career path in NYC at middle market private equity firm TZP Group. From there, we hear all about the entrepreneurial risks, opportunities and considerations associated with building an independent private equity sponsor. [!\[\]\(339a16584d5da0f0a3ca4e9ec17bf6a1_img.jpg\) Listen now](#)

Episode #15 - From banker to searcher to CEO to founder of Panther Equity: David Eshaghian's journey through the lower middle market



This episode covers David's origin story chapter by chapter, starting with his self-funded search fund. Peter and David cover sourcing and exiting his first transaction, how outsourcing customer service functions to Serbia saved 70% in labor costs, and how he is orienting the development of his current investment firm Panther Equity Group. [!\[\]\(3211b5d1d968fc1665909b34f9f16010_img.jpg\) Listen now](#)

How Axial Enables The Independent Sponsor Community

- | | |
|--------------------|-------------------------------|
| → Deal Origination | Lower Middle Market Focus |
| → Raising Capital | Debt or Equity Co-Investment |
| → Due Diligence | Quality of Earnings Referrals |
| → Axial Content | Thought Leadership & Research |

Revenue: \$2M - \$150M

EBITDA: \$250K - \$20M

Geography: US & Canada

Industries: Agnostic

Axial at-a-glance

Axial is an **online deal marketing and deal sourcing platform** for lower middle market transactions in the US and Canada.

10,000+

DEALS
IN 2022

90%+

CHANGE OF
CONTROL

1,600+

ACTIVE FINANCIAL
INTERMEDIARIES



850+

ACQUISITIVE PORTFOLIO
COMPANIES



500+

PRIVATE EQUITY



400+

INDEPENDENT SPONSORS



250+

FAMILY OFFICES



100+

LENDERS & PRIVATE CREDIT
INVESTORS