



# BRIDLEWOOD PARTNERS

**Bridlewood Partners** is a private investment platform dedicated to partnering with management teams to drive sustainable growth and create lasting enterprise value. We focus on acquiring founder- and family-owned businesses when ownership is ready to transition or exit, providing not just capital, but acting as a trusted partner to steward the company into its next phase of growth and preserve the legacy of the founding families.

Our flexible, deal-by-deal model allows us to pursue long-term strategies supported by sustainable capital structures, avoiding short-term financial engineering tied to a predetermined fund life. We leverage our deep and diverse network—including advisors, capital partners, and operators—and our extensive experience in both public and private markets to strengthen governance, enhance systems, and support management teams.

We are committed to building businesses with sustainable growth, fostering cultures that employees are proud of, and earning the trust of customers and their communities.

## Investment Criteria:

- **EBITDA:** >\$3mm (tuck-ins open to any size)
- **EBITDA margins:** >10%
- **Capital Intensity:** Low-to-medium capital needs
- **Headquarters:** United States

## Capital Structure:

- Majority Ownership
- Minority Investments (with a path to control)
- Prudent capital structure

## Business Characteristics:

- Organic growth and bolt-on acquisition opportunities
- Recurring / re-occurring revenue streams
- Regional or category leader
- Differentiated products or services
- Loyal and/or diverse customer base
- Margin stability
- >10 years operating history
- Management team in place or strong tier-2 leaders
- Not distressed or turnaround

## Target Industries:

### Services

- Commercial / residential
- Environmental & facilities
- Industrial & infrastructure
- Not professional or healthcare

### Industrials

- Niche / precision mfg.
- Industrial technology
- Engineered equip. / components

### Miscellaneous

- Supply chain & logistics
- Specialty distribution
- Water & wastewater utilities

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