

durable partners >

unlocking succession opportunities: from entrepreneurs to entrepreneurs

- Durable Partners is an entrepreneurial venture aiming to acquire and operate one business.
- This venture is led by a seasoned entrepreneur and backed by a team of experienced entrepreneurs, industry executives, and investors with extensive experience and a track record of enabling long-term performance.
- We are committed to progressing the success of your legacy and growing it together for the long run.
- Durable Partners offers a strategic exit solution for business owners considering transition.
- From Entrepreneurs to Entrepreneurs. We are not like competitors or buyout firms focused on short-term gains; our goal isn't to absorb your operations or cut jobs and costs before flipping your company for a profit.
- Rodrigo de Almeida, our founder and managing partner of Durable Partners, aims to lead the newly acquired company.



Rodrigo de Almeida, MBA, MSc
 Founder, Managing Partner

Executive Summary:

- Born in a family of entrepreneurs, Rodrigo understands the highs and lows of running a business.
- Seasoned entrepreneurial leader with 20+ years of experience driving growth across diverse industries (e.g. Life Sciences, Industry, Banking, etc) and geographies.
- Proven ability to develop strategic plans, build high-performing teams, and deliver exceptional results. Robust expertise in Leadership & Strategy, Commercial and Finance. Successfully implemented strategic and operational plans to boost growth, transform organisations, and empower and inspire people.
- Being raised in a family business setting and serving in multiple leadership roles in multinationals across several sectors have prepared me for this opportunity to succeed. Let us take your legacy forward!

Business

We know no "perfect business" exists; every company has strengths and weaknesses. The criteria below inform what we seek, but we understand that every business is unique.

We value your perspective and will work with you to develop a mutually beneficial transaction structure.

Ownership Situation	Financial Criteria Companies with financial strength	Industry Criteria While we are interested in various sectors, our primary focus is:
<ul style="list-style-type: none"> - Motivated business owner(s) without a successor looking to retire - Business owner(s) pursuing new ventures - Business owner(s) seeking to step down from operations 	<ul style="list-style-type: none"> - Annual Revenues > £5Mio - Annual Cash Flow or EBITDA > €1Mio - EBITDA Margin > 10% - 3+ years of continuous profitability operations and growth 	<ul style="list-style-type: none"> - Target Verticals – Niche Manufacturing and B2B Services in: <ol style="list-style-type: none"> (1) Healthcare/Life-Sciences (2) Healthcare Information Tech Services (3) Industrial, Scientific and Technical - Strong growth (2x GDP) - Large and fragmented market

Business Criteria Companies with a long history of success	People Criteria Companies with a long history of success
<ul style="list-style-type: none"> - Recurring revenue streams from a loyal, diverse customer base - Growing customer base and low customer concentration - Defensive competitive advantage - Identifiable growth opportunities - Good Reputation 	<ul style="list-style-type: none"> - Solid middle management with a long-term mindset - Happy employees and low employee turnover - Sufficient talent in the community to enable hiring for growth - Strong Employee & Supplier relations

Process

We understand the importance of confidentiality and a personalised approach. We tailor our process to each business owner's unique needs and circumstances to ensure a smooth transition.

Here's what to expect: (1) Introductory Call; (2) NDA; (3) In-Person Meeting; (4) Business Valuation; (5) Letter of Intent (LOI); (6) Due Diligence; (7) Deal structure and agreement; (8) Closing; (9) Transition Plan

Contacts

For business owners: We understand that selling your business is complex. We'd be happy to chat even if you're not considering an exit.

For Intermediaries: Do you know someone looking to sell their business? Help business owner(s) find the right buyer. Refer them to us and let us know.

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