



## AVANCE

Avance is a private equity firm guided by partnership, experience, diversity and growth. The firm focuses on transformational growth opportunities in the Services, Technology and Consumer sectors across the US.

### OUR FOCUS

#### MIDDLE MARKET

- \$10 - 75M EBITDA
- Strong Management
- Favorable FCF Conversion

#### GROWTH

- Organic & Inorganic Levers
- Seeks 2x EBITDA in 5 years\*
- Demographic & Tech Catalysts

#### FOUNDER-OWNED

- Equity Alignment
- Value-Added Partner
- Strong Culture

### AREAS OF INTEREST

#### BUSINESS & TECH

- IT Services
- Info & Data Services
- Government Services
- BPO
- Consulting & Legal Services
- Human Capital Management
- Health Equip. Maintenance

#### INFRASTRUCTURE & COMMERCIAL

- Engineering Services
- Facility Services
- TICC
- Paving & Road Safety
- Utility Maintenance
- Transportation & Logistics

#### CONSUMER

- Food & Beverage
- Food Distribution
- Food Services
- Home Services
- Auto Aftermarket
- Collision Repair
- Carwashes

#### FINANCIAL & INSURANCE

- Insurance Brokerage
- RIAs & Wealth Mgt.
- Tax & FP&A Services
- Office of the CFO
- Retirement & Health Benefit Services

### VALUE CREATION PROCESS

#### DRIVING TRANSFORMATIONAL GROWTH IN PARTNERSHIP WITH MANAGEMENT

Avance works in partnership with management teams, industry executives and functional experts with the goal of increasing the EBITDA and enterprise value of each underlying portfolio company.



STRATEGY



TALENT



ACQUISITIONS



GROWTH



ESG

\*No assurance can be made that targeted growth will be achieved.

## CURRENT INVESTMENTS\*



Leading Hispanic food brand offering an assortment of Hispanic cheese, meat and other food products; based in Perth Amboy, NJ



Industry-leading IT advisory, consulting, and reseller firm focused on cybersecurity, modern workspace, cloud infrastructure, data/AI, and application development; based in Houston, TX



Provider of omni-channel marketing solutions, including strategy, creative design, media planning, experiential events, and in-store retail execution to leading brands; based in Oakville, ON, CA



Provider of digital security software products serving consumers and small businesses; based in the UK



Provider of end-to-end digital product development and complex digital transformations; based in New York, NY



Provider of Oracle platform revenue management solutions to the financial services, healthcare and utilities sectors; based in Coral Gables, FL



Construction equipment leasing provider; based in Tampa, FL



Independent franchisor of insurance-related products and services for the Hispanic consumer; based in Miami, FL



E-commerce provider of ingredients and supplies to commercial artisans who create personal care, beauty and home fragrance products; based in Independence, OH

\*For informational purposes only. The investments listed are all current portfolio companies as of December 10, 2024 and are subject to change at any time. This document is not a recommendation for any security or investment and should not be relied upon as investment advice.

## CONTACT US

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