

- Assured Continuity Enterprises endeavors to purchase and operate a small business and is committed to ensuring the long-term success of that business;
- Founders Sam Reitman and Mitch Kline are passionate about small business and are looking for an owner seeking to transition out of his/her company while leaving his/her legacy in capable hands;
- Assured Continuity Enterprises benefits from a trusted group of investors and entrepreneurs with both the capital and expertise to support the future success of the business.

INVESTMENT CRITERIA

Company Characteristics:

- Based in Canada, preferably Ontario;
- Demonstrable competitive advantage;
- Low customer concentration;
- Low customer churn;
- Low supplier concentration;
- Long-term contracts or recurring revenue;
- Limited exposure to technology or regulatory risk.

Industry Characteristics:

- Stable and non-cyclical;
- Low threat of major technological disruption;
- > 5% industry growth;
- >\$1B market size.

Sectors of Interest:

- Consumer services;
- Healthcare (services and care delivery);
- Education;
- Specialized logistics and distribution
telecom services (data center services, networking sites, fiber installations, wireless networks);
- Building services (utilities, charge-ports/electrical, maintenance, repair);
- Other B2B services with long-term contracts or recurring revenues;
- No heavy manufacturing or other capital intensive businesses.

Financial Attributes:

- \$5M to \$30M in annual revenue;
- \$2 to \$10M in predictable, annual earnings or cash flow. Over \$3 million ARR for software companies;
- EBITDA of \$750,000 - \$4M;
- >15% EBITDA margin, with stable margins for at least three years;
- Track record of stable profitability (at least three years of stable or growing, sustainable positive earnings and cash flow).

Seller Attributes:

- Committed to sell;
- Looking to retire;
- Needs a replacement;
- Willing to stay 3 - 6 mos. to facilitate transition.



- Assured Continuity Enterprises is led by Sam Reitman and Mitch Kline and supported by a group of world-class business leaders.

Sam Reitman, Co-founder:

Sam started his career practicing transactional law at the New York offices of Clifford Chance US LLP. He represented some of the world's largest banks in deals to underwrite IPOs. Most recently, Sam served as President of TrackWorthy Group, Ltd, a Toronto based media company, which he co-founded. TrackWorthy partnered with Torstar (TSX: TS.B) to become the automotive enthusiast brand for Wheels.ca. Additionally, Sam has invested in and advised a number of successful small companies in the Toronto area, including Turnstyle Solutions, which sold to Yelp (NYSE: YELP).

Sam received his Bachelor's of Science in Business Administration, *summa cum laude*, Beta Gamma Sigma, from Georgetown University in 2009 and his JD from Georgetown University's Law Center in 2012, where he was an editor on The Tax Lawyer scholarly law journal.

Sam is happily married to his wife, Stephanie.

Mitch Kline, Co-founder:

Mitch began his career at the Bridgestone Americas, where he helped manage Bridgestone's international patent portfolio. He moved on to work as an analyst for IP Navigation Group, one of the most successful patent assertion firms in the U.S. Mitch subsequently helped found Dominion Harbor Enterprises, where he managed a team of attorneys to monetize intellectual property. Mitch has negotiated with senior counsel for Fortune 50 companies to close tens of millions of dollars in licensing deals; he counseled startups, helping them develop robust patent portfolios to defend their market positions and raise financing. Mitch helped grow Dominion into a prominent licensing and advisory firm that has generated over \$1 billion for clients, to date.

Mitch graduated from Western University with a bachelor's degree in Honors Physics and he received his JD from Case Western Reserve University School of Law in 2012. Mitch was an editor on the Journal of Law, Technology & the Internet.