



Naim Abdullah, Founding Partner  
[naim@riverruncap.com](mailto:naim@riverruncap.com) | 904-708-8130

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## OVERVIEW

RiverRun Capital seeks to acquire one US-based private business in the lower middle market. The Managing Principal will assume ownership and personally operate and grow this business for many years to come. RiverRun's goal is to be the best partner for entrepreneurs and families who have spent years of their life building great companies and who now seek a liquidity event.

## OUR VALUES

At RiverRun Capital, we understand that building a successful business requires years of hard work and dedication. We are committed to retaining the employees and preserving the culture, reputation, and customer relationships that have made the company successful.

We seek to build on the success and foundation established by the existing ownership. The company we acquire will be our sole investment and livelihood - 100% of our success is linked to the business' success.

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### Acquisition Target Criteria

#### Industry

- Healthcare Services
- Niche Software
- Tech-enabled Services
- BPO

#### Company

- \$1-5M EBITDA
- EBITDA Margins >15%
- Limited CAPEX
- High Recurring revenues

### Founding Partner

#### Naim Abdullah

- Princeton University
- Wharton Business School
- 15 years of Finance and Operational experience
- Diverse Industry experience

#### Select Investment Partners

- Footbridge Partners
- Alza Capital
- Search Fund Partners
- Hunter Trust LLC

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## RESOURCES

Our investor team consists of a mix of institutions, family offices, former CEOs, and private equity professionals with over \$500 million in capital combined.


Our team understands the requirements necessary to lead and build an organization which creates sustainable long-term value - we possess a strong track-record in executing transactions and building great businesses.

We have the dedicated support and financial resources to close quickly for the right opportunity.



# OWNER BENEFITS

RiverRun Capital's goals are aligned with your goals as an owner.

		PRIVATE EQUITY	STRATEGIC BUYER
YOUR COMPANY	Our sole investment and livelihood -from deal to operation, 100% focus on your business	One of many companies in a large portfolio	One of many business units within a large company
YOUR ROLE	Flexible	Same or more involvement	Employee
FOCUS	Sustained growth	Maximize investment returns through financial engineering	Cut costs and achieve synergies
TIME-HORIZON	Long-term	Short-term	Varies
GOVERNANCE	Dedicated managers	Investors	Bureaucracy
DEAL TERMS	Flexible; based on needs	Complex	Structured to protect buyer