VENTURE · EQUITIES

info@ventureequities.com · ventureequities.com

INVESTMENT MANDATE · 2025

Venture *Equities*

Equity-First Private Capital · Lower to Middle Market

$20M – $500M Investment Size	$8M – $40M+ Target EBITDA
6 Priority Sectors High-ROIC Focus	3 – 7 Years Hold Period

Venture Equities is an independent sponsor deploying equity capital into lower to middle market businesses across the United States. We acquire control, majority, and minority equity stakes in proven, high-ROIC companies and work alongside management teams to build long-term enterprise value.

PRIORITY SECTORS

- Specialty & Niche Manufacturing
- Essential Healthcare Services
- Technology-Enabled B2B Services
- B2B Business Services
- Environmental & Waste Services
- Professional & Financial Services

OUR TEAM

Israel Ramirez
Founder, Managing Partner & CIO
israel@ventureequities.com

Scott Leu, CPA
Chief Financial Officer
s.leu@ventureequities.com

info@ventureequities.com · ventureequities.com

2222 Ponce De Leon Blvd · Coral Gables, FL 33134

VENTURE · EQUITIES

OUR MANDATE

Equity-First.

Structured to Win.

We are equity investors. Every transaction begins with an ownership stake, whether control, majority, or minority. We underwrite the business, not the capital structure, and we hold real ownership in everything we do.

PRIVATE EQUITY

Control, Majority & Minority

We invest across control, majority, and minority equity positions in founder-owned businesses, carveouts, and MBOs. Minority positions require a strong, incentivized management team in place.

FOUNDER TRANSITIONS

Liquidity & Succession

Partial or full liquidity for owners thinking about their next chapter. We structure around what the founder actually wants, whether that is a clean exit or staying on with meaningful equity.

BUYOUTS & CARVEOUTS

Management-Led & Corporate Divestitures

Management buyouts and non-core divisions spun out of larger parents. We back operators who know the business and move quickly on situations that require certainty of close.

SPECIAL SITUATIONS

PIPEs, Recaps & Distressed

Opportunistic equity investments in companies undergoing transitions, recapitalizations, or strategic pivots.

HOW WE OPERATE

Disciplined. Decisive.

Aligned.

We are principals, not fund managers. We move with conviction, operate with our own capital on the table, and stay actively involved through the full lifecycle of every investment.

01 Sourcing & Selectivity

We review a broad deal universe and advance a small number of opportunities. Every mandate is screened against our six priority sectors and subsector ROIC ratings before diligence resources are allocated.

02 Rigorous Underwriting

We go deep fast. Diligence is thorough and efficient. We identify risk early, underwrite conservatively, and structure around it. ROIC quality of the target subsector is validated before any capital commitment.

03 Creative Capital Structuring

Our independent sponsor mandate means we structure each deal as it needs to be structured, not the way a fund document requires. We build the capital stack to fit the opportunity.

04 Active Value Creation

Post-close, we work directly with management on commercial acceleration, margin improvement, add-on acquisitions, leadership alignment, and exit preparation.

INVESTMENT CRITERIA

What We Look For *in Every Deal.*

01 Business Quality

- Recurring or repeat revenue base
- Defensible margins & pricing power
- Long-tenured customer relationships
- High return on invested capital (20%+)

02 Management Caliber

- Integrity & owner-minded leadership
- Smart capital allocation track record
- Operational excellence & execution
- Clear strategic vision

03 Attractive Economics

- EBITDA of $8M – $40M+
- Double digit profit margins
- ROIC 20%+ (green-rated subsectors)
- Consistent free cash flow
- Minimal capex requirements

04 Reasonable Valuation

- Clear discount to intrinsic value
- Attractive risk-adjusted returns
- Built-in margin of safety
- Structured entry to protect downside

05 Priority Sectors

- Specialty & Niche Manufacturing
- B2B Business Services
- Essential Healthcare Services
- Environmental & Waste Services
- Technology-Enabled B2B Services
- Professional & Financial Services

06 Preferred Situations

- Minimum 5 years in business
- Founder transitions & liquidity events
- Management-led buyouts
- Minority equity with mgmt continuity
- Corporate carveouts & growth recaps

ALSO PURSUING: Specialty Environmental Engineering · Proprietary Niche Data Platforms · Defense Electronics (domestic supply chain)

TYPICAL TRANSACTION PARAMETERS

Target Company EBITDA	$8M – $40M+	Flexible for exceptional high-ROIC situations
Investment Size	$20M – $500M	Equity, or equity + debt combined
How We Structure	Equity Ownership	Control, majority, or minority stake in every transaction
Value Creation	Operational + Strategic	Commercial growth, margin, M&A, exit prep
Hold Period	3 – 7 Years	Milestone-driven, not arbitrary
Capital Partners	Accredited Investors	Institutional & family office, deal-by-deal

Ready to start a conversation?

Whether you are a founder, banker, or accredited investor — we want to hear from you.

info@ventureequities.com · ventureequities.com