

# Spinnaker Capital is a private investment fund dedicated to acquiring and operating a single privately-owned U.S. business.

# SPINNAKER CAPITAL

info@spinnakersearchcapital.com  
+1 (401) 480 - 6632

## Working with Spinnaker Capital

Max and his committed investor group are a team of motivated buyers representing a collective \$1B+ in AUM.

We seek business owners who desire a successor that will build upon their historical growth and become a hands-on operator post-acquisition.

Spinnaker Capital can offer more flexible deal terms than traditional PE firms, tailoring structures to sellers' needs. We are able to move swiftly under the right conditions.

We are interested in working directly with owners, business brokers, and boutique investment banks representing opportunities that meet the criteria below.

## Investment Criteria

### Company Criteria

- Service-based B2B business
- Low capital intensity
- Recurring revenues
- Diverse customer base
- Positioned in a growing industry

### Financial Criteria

- Revenue: \$5M - \$25M
- EBITDA: 20%+ / \$1M+
- History of growth and profitability

### People Criteria

- Owner seeking liquidity and/or exit
- Owner seeking to de-risk while remaining onboard and rolling over partial equity

## Industries of Interest



Healthcare  
(preferably IT enabled)



Precision  
Agriculture



Cyber  
Security



Niche Business  
Process  
Outsourcing

## Select Investors



**Max Schaefer**  
Managing Partner

Max is founder and Managing Partner of Spinnaker Capital. With nearly a decade of experience in healthcare, technology, and consulting services, Max has spent the entirety of his career working at mid-market growth stage companies. As a leader, Max has overseen key functional areas including operations, sales & marketing, strategy, and product development. Max believes that integrity, culture, kindness, and an entrepreneurial spirit are the keys to success – we keep this central in all of our relationships.

Max holds an M.B.A from the University of Chicago Booth School of Business and a B.A. from Trinity College in Hartford, CT.