



Wahlers & Kabanov is led by two entrepreneurs and backed by a diverse team of successful seasoned mentor-investors with a keen interest in owning a well-positioned business. Wahlers & Kabanov aims to acquire, assume direct management roles in, and sustainably grow 1 business.

CRITERIA

- **Sizeable** and **growing** industry
- **Fragmented** landscape
- Low **business cycle exposure** & minimal **regulatory risk**
- **10 years** of operating history
- **Stable & diverse** customer base
- **Recurring/contractual** revenue opportunity
- **\$5 to \$20 million** of annual revenue; **\$1- \$5 million** of EBITDA
- **Stable/growing** revenues
- Low, **self-funded** annual capex

OUR APPROACH



WAHLERS & KABANOV DIFFERENCE

- ✓ **Flexible Structures:** Wahlers & Kabanov will work with the seller to structure a tailored transaction that best meets their personal and professional needs.
- ✓ **Capital & Speed:** Our team of committed investors has capital ready to be deployed into the right opportunity, ensuring a rapid diligence process and closing timeline.
- ✓ **Long-Term Focus:** Wahlers & Kabanov is prepared to work alongside sellers to craft a vision for their business for the long term. The Team is committed to work for the business.

	WAHLERS & KABANOV	PRIVATE EQUITY	STRATEGIC BUYER
POST-TRANSACTION COMMITMENT	Sole focus and complete dedication; live & work next to business	One of many portfolio companies	One division of a larger corporation
COMPANY LEGACY	Preserved and valued	Uncertain	Often molded into the larger company
VALUE CREATION	Long-term, sustainable growth	Maximize short-term returns through cost cutting and financial engineering	Absorb operations and realize synergies through cost cutting
OWNER'S FUTURE	Flexible and tailored to the seller	Typically, a full commitment or exit	Typically, a full commitment or exit
EMPLOYEES' FUTURE	Remain critical to the company's operations	Risk of job cuts driven by synergies and/or outsourcing	Risk of job cuts driven by synergies and/or outsourcing
SOURCE OF CAPITAL	Team of experienced entrepreneurs, C-level executives	Pension funds, insurance companies, endowments, and other institutions	Public and private funds, including unknown outside investors
DEAL TERMS	Flexible and tailored to the seller's personal and professional needs	Typically, strict, standard deal terms employed by the fund	Least flexible in terms of deal structuring and liquidity options
TIME HORIZON	Long-term	3-5 years	Uncertain



Alexander Kabanov

Education: Mechanical Engineer, MBA (London Business School)

Experience: Oil & Gas Services, Energy, Consulting, E-Commerce

Expertise: Operations Management, Engineering, P&L, Sales, Operational Excellence

Fun fact: Alex was a CEO an e-commerce platform and run a factory with 100 employees



Fabian Wahlers

Education: Master in Management (London Business School, Fudan University, China)

Experience: Logistic, Removals, Retail and E-commerce

Expertise: Sales, Digital Marketing, financial analysis & reporting of German SMEs

Fun fact: Fabian has co-owned a startup in the e-commerce space