

# NEW CONCORD

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## C A P I T A L

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Seeking to purchase, operate and grow *one* private company



MANUFACTURING



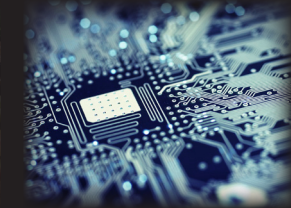
SERVICES



DISTRIBUTION



CONSUMER PRODUCTS



TECHNOLOGY

## WHO WE ARE

ITAMAR FRANKENTHAL, PRINCIPAL

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*Itamar Frankenthal is an experienced manager and engineer with over 15 years of experience in management, manufacturing, sales, finance, engineering and technology.*



### FAMILY CHEESE BUSINESS

Itamar is a fourth generation manufacturer of artisan cheeses. Starting with his great-grandfather, the Frankenthals have developed and manufactured fine cheeses in Europe, Asia and North America. Itamar grew up in his family's business, Global Foods International. He spent his summers driving the forklift at the factory in Green Bay, Wisconsin, and fulfilling orders at the warehouse in Chicago, Illinois. For the past six years, Itamar has led multiple divisions as head of sales, marketing, manufacturing and operations. He has opened accounts with Whole Foods, Publix, Fairway and other national accounts, netting over \$10M in revenue. Under Itamar's leadership, sales grew by 50% and margins grew by 5%.

### ENGINEERING AND TECHNOLOGY

As an electrical and systems engineer at BAE Systems, Itamar developed next-generation algorithms for the United States Air Force F-15 radar system and counter missile defense systems for the Department of Homeland Security. At Match.com Itamar developed algorithms for member profiling and fraud detection.

### SALES AND FINANCE

As an analyst at Sanford Bernstein Alliance Capital and intern at IAC International, Itamar received comprehensive finance and sales experience. At AllianceBernstein, Itamar helped develop a patented Monte Carlo model used to analyze over \$50B of investments. Itamar was also selected from 200 associates to the Advisor Training Program, where he underwent thorough training in sales and marketing.

### EDUCATION:

City University of New York, B.S. Electrical Engineering, *summa cum laude*  
New York University, Courant Institute of Mathematical Sciences, Quantitative Finance  
Harvard Business School, M.B.A., EC Honors

## WHAT WE DO

- **Buy-Hold-Operate** — We are operators and entrepreneurs with experience managing and growing private businesses. Our goal is to purchase *one* company, and to fully devote ourselves to its employees, customers and continued success through a buy-and-hold philosophy. Following acquisition, we will join the senior management team and play an active role in the day-to-day operations.
- **Opportunity & Legacy** — We provide business owners the opportunity to sell their business with the confidence that their legacy and reputation will be preserved.
- **Fully Capitalized** — We are fully funded and agile, able to act with speed and efficiency.

## INVESTMENT CRITERIA

### BUSINESS CHARACTERISTICS

- History of positive, stable cash flows
- Recurring revenues and loyal customer base
- Attractive growth prospects

### FINANCIAL METRICS

- Revenue between \$5 million and \$50 million
- EBITDA between \$750 thousand and \$5 million
- EBITDA margin of at least 10%

### INDUSTRIES OF INTEREST

- Specialty Manufacturing
- Value-Add Distribution
- Business Services
- Specialty Transportation
- Energy, Security, Health Related