



ABOUT GPC

As Managing Partner of General Pacific, I'm focused on acquiring, actively managing, and growing a high-quality business over the long term.

GPC offers an attractive succession solution for an owner looking to transition the ownership and management responsibilities, and insists on entrusting the business to someone who will continue to support the team and uphold the values that have made it successful.

ADVANTAGES of TRANSITIONING to GPC

Preserving your legacy is my primary objective

- Businesses succeed as a function of their people, values and culture – I will ensure these continue to thrive
- I am transparent and long-term oriented
- I am focused on sustainable growth for all stakeholders

Understanding your objectives is critical

- I will work with you to offer flexible deal terms to accommodate your goals – taxes, estate planning, impact to family members, lifestyle preferences and how you will spend time once you exit

Committed capital

- I have committed funds ready to be deployed

Accelerated deal process

- I will move quickly and confidentially to execute a timely transaction and reduce disruption to you, your family and the business

	GENERAL PACIFIC	Private Equity Firms	Strategic Buyer
Deal terms	Flexible to meet seller's objectives	Rigid terms and high debt levels	Structured mix of stock and cash
Seller's role	Flexible to meet seller's objectives	Forced departure or multi-year	Often minimal
Legacy	Preserved and grown	Unclear	Often disappears into acquiring company's
Commitment	Sole investment: 100% focus & active mgmt	One of several portfolio companies	One of several divisions or absorbed into
Value creation	Long-term, sustainable growth	Financial engineering: often highly leveraged	Cost-cutting, headcount reduction and synergies
Investment horizon	Long-term: no pre-set deadline	Typically 3-5 years	Varies

If you're contemplating life after building your business, let's connect! I'd be honored to speak with you.

OPERATOR



Joel Loveday grew up working in his family's construction business, learning the value of hard work and integrity at an early age.

In the 15+ years prior to founding General Pacific, Joel worked for a family-owned transportation and logistics holding company, managing its capital investments portfolio, asset utilization and safety improvement initiatives, and also advised and managed operations for several privately held and publicly traded biotech firms – Agilent Technologies, Santa Cruz Biotech, OTRADI and Novo Nordisk.

He earned a BS in Chemistry from Vanderbilt University and an MBA from the University of Washington.

TARGET OPPORTUNITY

Business

- Revenue: > \$5M
- Pre-tax profit: > \$1.5M
- Cash flow positive: > 3 years
- Low customer concentration
- Actionable growth opportunities
- Scalable operations
- Defensible market advantage

Industry

- B2B services: healthcare + pharma services
- Industry: sizable + growing
- Market: fragmented
- Manageable risks: technology, regulatory, cyclicality

Seller's situation

- Scaling back day-to-day obligations
- Reaching retirement or looking to pursue other interests
- Seeking liquidity