



OVERVIEW

Shunga Trails seeks to acquire, own and operate one small to medium sized business. Our goal is to successfully transfer ownership and operations of your business in alignment with your long-term plan. Shunga Trails was founded in 2020 by Richard Kent. Richard holds an MBA from Harvard University, BS in Leadership from the U.S. Military Academy at West Point, and numerous prestigious military awards.

WHY SHUNGA TRAILS?

Equipped with more than 13 years of diverse professional experience, in U.S. Army, investment banking, corporate program and operations director roles alike, Richard Kent has both the expertise and ambition to operate your business. We are not here to make a 'quick buck'- rather, we seek to respect and sustainably grow your exceptional business, with the same level of heart and hard work you've put in all along.

OUR ACQUISITION APPROACH

The following business conditions are ideal, but unnecessary. We are always flexible in discussion and willing to meet your company where it is at.

Preferred Industries

- Testing / Inspection / Certification
- Compliance or Accreditation
- Growing at 4-5% per year

Investment Criteria

- B2B focused with low cyclicity
- Low customer concentration
- 80% of revenue is recurring
- Minimum of \$2 million in profit

OUR PROMISE

We support owners in selling their businesses the way they want to. Whether you are pursuing a new venture or considering retirement, we have the strategic expertise and drive to help.

We offer a flexible deal structure to prospective businesses- understanding that all businesses are different, and seeking to solidify your trust and authentic partnership.

We are prepared to move to your business' headquarters to provide hands-on leadership.

We seek to build and lead teams that positively impact their local community.

OUR RESOURCES

Shunga Trails works with an extensive team of investors, most of whom have previously owned and operated businesses themselves. Each investor has contributed substantial capital and time into our fund, and is equipped with decades of experience in buying and growing businesses across dozens of industries.


Our investors' industries and areas of expertise include, but are not limited to:

Outpatient Healthcare Services
Business Process Services
Inspection and Regulatory Services

Asset Tracking and Logistics
Training and Compliance
Cybersecurity and IT Management

BUSINESS OWNER BENEFITS

WHY WORKING WITH US IS BETTER FOR *YOU*

	 SHUNGA TRAILS	PRIVATE EQUITY	STRATEGIC BUYER
YOUR COMPANY	Our most trusted partner, sole investment, and livelihood: 100% focus is on your business	One of numerous companies in a massive portfolio	One of numerous business units in a large
YOUR ROLE	Flexible; Exactly as involved as you want to be	Same or more level of involvement than buyer	Must be an employee
FOCUS	100% on YOU: Achieving your transition goals; Sustaining company growth	Maximize investment returns through financial engineering	Cut company costs and achieve synergies
TIME-HORIZON	Long-term	Short-term	Varies
GOVERNANCE	Strategic, ambitious, and passionate manager; Expert investors	Investors	Bureaucracy
DEAL TERMS	Dependent on your needs; Flexible deal structure	Complicated; According to established deal structure	Structured to protect buyer