

PLATAFORMA CAPITAL GROUP

PLATAFORMA CAPITAL GROUP (“PCG”) WAS FORMED TO MAKE LONG-TERM EQUITY INVESTMENTS IN ESTABLISHED FAMILY-OWNED BUSINESSES IN THE DOMINICAN REPUBLIC.

We aim to employ our financial, strategic and operational expertise in partnership with families and strong management teams to add value to successful family-owned businesses.

Our experience managing and operating family-owned businesses allows us to understand the emotions tied to the sale of a well established multigenerational brand. Our long-term value creation model is centered on the continued development and success of the family-business legacy. PCG is currently seeking investments through high net worth individuals and family offices to close its first investment fund.

INVESTMENT CRITERIA



TRANSACTIONS

- ▶ Recaps
- ▶ Buy-outs

SIZE

- ▶ EBITDA: \$1.5MM - \$5MM
- ▶ Revenue: >\$5MM
- ▶ Equity Investment: \$2.5MM - \$15MM

TARGET PROFILE

- ▶ Headquartered in the Dominican Republic
- ▶ Family-owned business
- ▶ Attractive market position
- ▶ Favorable growth prospects

OUR APPROACH



PARTNERSHIP MENTALITY

We partner with families and strong management teams to create long-term value by improving operational performance and providing in-depth strategic analysis. Our long-term partnership mentality allows us to focus on the development and continued success of the family business legacy.



INSTITUTIONAL-MINDED GROWTH

We seek growth through the development of our people, processes and technology. We aim to transform family-owned businesses into institutionally-minded enterprises. Our operating model is designed to develop functional organizational structures in the family business.



STRONG D.R. FOCUSED NETWORK

Our strong network can help us identify and improve family-owned businesses. We seek input from our network of industry experts and investment professionals to inform our perspective and help us identify sector growth opportunities. We uncover value in situations where other buyers do not have the necessary resources or expertise to do so.

PLATAFORMA

CAPITAL GROUP

INVESTMENT TEAM

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FAMILY-OWNED BUSINESS EXPERIENCE



Arias Motors Leading distributor of vehicle spare parts in the Dominican Republic.

- ▶ Owned and operated by the Arias family since 1970
- ▶ Family-owned business; managed by its second generation
- ▶ Diverse client base; manages over 2 thousand active accounts
- ▶ Holds distribution rights of Champion and Hosuya brands

SECTOR FOCUS



MANUFACTURING

- ▶ Our Advisory Council has years of experience managing & operating top manufacturing companies in the country. Sub-sectors of interest include textiles, chemicals, plastics, food & beverage and machinery manufacturers.



LOGISTICS & DISTRIBUTION

- ▶ Our team has experience working with established distribution companies in the country. We look for distribution companies backed by an optimal customer service platform, a diverse product portfolio and a well-structured operating framework.



ENERGY

- ▶ Our focus is on midstream oil & gas companies. We will also consider equity investments in smaller renewable energy producers.



BUSINESS SERVICES

- ▶ We believe that rising global wages will continue to shift labor demand to underdeveloped economies. For that reason, we will focus our efforts on strategic investments in labor intensive business services companies.