

Commentary

2022 was a story told in two halves: the first half being a continuation of much of the post-pandemic economic expansion, and the second half the beginning of an indefinite period of contraction driven primarily by rising inflation and interest rates. Those factors, however, had little impact on the lower middle-market M&A universe, as the fundamental underpinnings of capital overhang and deal scarcity continued to drive business transaction activity. We anticipate that lower middle market M&A will continue to remain strong for the foreseeable future, as private equity and non-bank debt firms seek outlets to deploy dry powder.

The close of 2022 also brought about a moment of celebration for our team, as we surpassed \$1 billion in total transaction value since our humble beginnings in 2016. We're grateful to all of those who have put their trust and support behind us on this journey, and we humbly look forward to the challenges, successes, and failures to come. All the best to 2023.

By the Numbers

\$460
million
Transacted Value

10
Transactions
Closed

114
Offers
Received

11x
Highest Closing
Multiple

9
States
Served

2
Community
Service Projects

2
New
Hires

Transactions

has been acquired by

has acquired

has acquired

has been acquired by

has acquired

has been acquired by

has been acquired by

refinanced by

has acquired

has acquired

Target Engagement Criteria

Businesses with the following characteristics...

- \$10 million – \$200 million in revenue
- \$2 million – \$25 million EBITDA
- Track record of profitable growth
- Defendable market position

...seeking the following capital solutions

- Owner transitions or exits
- Acquisitions or de novo projects
- Management buyouts
- Recapitalizations

About Infinity Capital Partners

Infinity Capital Partners is an Oklahoma City-based middle market investment bank offering a broad range of advisory services to private companies and financial sponsors across a variety of industries. For more information, visit our website: www.infinitycapitalpartners.com or call us (405) 400-8977.