

# RLH Fact Sheet

## THE RLH APPROACH

Riordan, Lewis & Haden | Equity Partners is a leading private equity firm based in Southern California which invests in high growth, middle market, enterprises. Focused on business services, healthcare, and government services, RLH has a demonstrated track record of consistent success over the last 25+ years. With offices in Los Angeles and Orange County, RLH provides capital and assists portfolio company management teams as they navigate the opportunities and challenges of growth. The firm currently manages over \$400 million of capital and is actively seeking new portfolio companies. Collaborating with portfolio company management, RLH provides expertise, contacts, and experience-based advice on important strategic issues.

## INVESTMENT CRITERIA

- Proven senior leadership.
- High growth potential in both revenue and earnings.
- Annual revenues between \$20 and \$250 million.
- Positive earnings with 20% growth potential.
- Investment opportunity requiring \$10 - \$50 million of equity capital.

## PRIMARY INDUSTRIES OF INTEREST

- Focus on Business Services: IT consulting, specialized staffing, transaction processing and analytics, business process outsourcing, and more.
- Focus on Healthcare: Care delivery, wellness, patient and regulatory compliance, pharmacy services, outcomes data, revenue cycle efficiency, and more.
- Focus on Government Services: Data and network security, infrastructure enhancement, physical asset protection, mission-centric consulting, and more.

## KEY ADVANTAGES OF WORKING WITH RLH

- Successful track record of building significant growth businesses.
- Deep financial resources and a track record of closing.
- Experience in a broad range of industries.
- Access to management talent and market opportunities.
- Minority and control investments, with customized structures for each portfolio company.
- Collaborative partnerships with management teams that are more productive.

## WHO SHOULD CONTACT RLH?

- Entrepreneurs looking for a private equity partner.
- Intermediaries / business professionals representing their clients.
- CEO candidates for the RLH CEO Select program.

### Contact RLH

#### LOS ANGELES

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#### ORANGE COUNTY

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#### ONLINE

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