



Hamilton Robinson Capital Partners

~*Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishment toward organizational objectives. It is the fuel that allows common people to attain uncommon results* - Andrew Carnegie

It certainly seems as if Apple has reached its "Goldilocks Zone". It took Apple 42 years to reach a \$1 trillion market capitalization but Wednesday it reached the \$2 trillion mark only 2 years later. Pepperdine University recently released its 2020 Private Capital Markets Report which **allows you to measure yourself and your business against the greater marketplace** to assess if your firm has reached its "Goldilocks Zone". Below are a few benchmarks:

- 23% of investment bankers closed 6 deals or more; **71% closed between 1 and 5 deals**; 6% of respondents didn't close any deals in the last 12 months
- 76% of deals ended in a closed transaction and **24% of deals terminated without a transaction** over the past 12 months
- The **top 3 reasons for not closing a transaction** were valuation gap (31%), unreasonable seller or buyer demands (19%) and lack of capital to finance (13%)

At **Hamilton Robinson** we are all about getting automation "just right" with a focus on generating actionable data to support continuous improvement and drive efficiency. Our most recent acquisition, Tanknology Inc., is a world leader in compliance testing and inspection services for fuel and chemical storage tanks. **Tanknology provides the "right" balance between leveraging technology and a skilled workforce to provide its customers with leading solutions to protect groundwater** across the globe. ACG's Middle Market Growth Magazine highlighted Tanknology's innovative services which augment human intelligence, eliminating the need for paper logs and inspection certificates and enabling companies to proactively assess the condition of their tanks before a costly leak contaminates the surrounding area and groundwater.

If you have a client focused on attaining their "Goldilocks Zone" by combining a skilled workforce, best-in-class processes and automation, please feel free to contact us at any time at 203-602-0011 or email below.

Sincerely,

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ABOUT HAMILTON ROBINSON

Hamilton Robinson Capital Partners is a lower-middle market private equity firm focused on making control investments in North American-based commercial service, distribution, specialty industrial manufacturing, and industrial technology businesses. Founded in 1984 and based in Stamford, CT, HRCP has completed over \$1.6 billion in transactions supporting over 55 family businesses and corporate divestitures. Investors include leading financial institutions, fund of funds, family offices, and individuals in the United States and Europe. For more information, visit www.hrco.com.

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