# **Investor Information Packet for C.I.I.S. Partners L.P.**

### 2019 Fund



# CAPITAL INGENUITY AND INNOVATIVE SOLUTION PARTNERS L.P.



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Dear Investor, or Fund Manager

We would like to welcome you to Capital Ingenuity and Innovative Solutions, a Texas born private equity investment firm. C.I.I.S. is offering to put your capital to work in search of targeted returns beyond your ordinary 401-K or market index fund. We are looking for only accredited investors contribute to an Oil Field Services/ Infrastructure (OFS) related (current or historical cash flow positive) and cash flow positive business acquisition (preference given to Business to Business (B2B) or Healthcare related) within the next 12-24 months. These two funds will seek to raise \$9.9 million each with a capital leverage factor between 2 and 4 times the capital investment fund in search of an acquisition between \$20 - \$40 million. Ideally, offering proceeds will fund one third the of the investment equity for a targeted period of 4-7 years. The Partnership will target businesses that it believes will yield yearly expected returns between 15%-25% (average return over the investment period and possibly greater). In addition, to the extent that profits are available for distribution, investment Units will also carry a preferred rate of return added to the target, of an additional 9% or 6% per year (for Class A and Class B Units, respectively). Thus, the Partnership hopes to achieve investor returns of 21% or greater. For the OFS Fund, some oil and gas related businesses are likely undergoing liquidity/solvency issues because of current market conditions and may sell to a firm such as ours at a discount, allowing the Partnership to buy low, in anticipation of the possibility to sell higher when the OFS market recovers because of anticipated higher oil prices. Business to Business and Healthcare (B2B-H) businesses may vield various opportunities as well. The goal for the C.I.I.S. fund is to gather a commitment pledge of funds for the Search Fund by early 2019 and to complete funding prior to end of 2019. After the offering has sold each of the four (4) Class A Units, the Partnership will begin to engage in acquisition searches with possible offers made to acquisition targets, contingent upon receipt of funds from the sale of Class B Units. The Search Fund authorizes the Partnership to engage in more substantive search activities, and subsidizes operational expenses including salaries, necessary travel costs, and other fixed and variable operational costs in facilitating the investment program. The Funds will be considered operational for acquisitions upon the sale of 46 Class B Units, and will close for new investments within 6 months thereafter. Management will share operational and financial information with investors on a quarterly basis post acquisition(s).

Immediately post-acquisition, we will support the pursuit of rapid returns by developing strategic blueprints for acquired companies, leading workshops that align management with strategic priorities, and directing focused initiatives. During the ownership phase, we will help increase the value of portfolio companies by supporting revenue enhancement, cost reduction initiatives, and refreshing their value-creation plans. In addition, we will support the turn-around of underperforming, capital-constrained companies with the aim of preserving and increasing shareholder equity.

We will promote maximized returns to Investors by preparing for exit, identifying an optimal exit strategy, preparing the selling documents, and pre-qualifying buyers. We may consider additional add on acquisitions of operating assets (companies and/or assets).

C.I.I.S.'s Principal is David Saldivar. He has an accounting and finance background with a double Bachelor's Degree in both disciplines and has graduated with honors from the University of Houston in May, 2005. He has worked for prestigious CPA firms, including KPMG, and has also worked in private industry from 2005 – 2014. Since 2015, he has been engaged as a business M&A consultant, and has listed multi-million dollar businesses for sale. He has gained experience in estimating the value for businesses on behalf of business seller's (market selling value of businesses in the current economic environment). David will work hard to maximize return to investors while keeping them informed quarterly with financial reports and pro-forma reports when possible.



#### Synopsis: Cash Flow Oil Field & Infrastructure Services Related Company / Fund OFS

We believe that the timing of industry economic cycles is critically important to the development of investment strategies and thus we strongly believe that Oil Field & Infrastructure Services related companies are in a temporarily depressed market which is poised for investment with an anticipation of additional rebounding growth within the next 2 years. Depressed oil prices do not typically last for a period of time that would occur outside of our anticipated window for exit strategy. C.I.I.S. will push for above market returns through the EBITDA cash flow model in which we will use the down payment as leverage to purchase the business and seek to seller finance the balance of the purchase price for target acquisitions. In an ideal scenario, the target company/companies will be cash flow positive. This will allow above average (market) returns to be realized even if we sell it for the same amount as the purchase price using the advantage of interest free financing and time value of money as a natural hedge, thereby reducing/mitigating losses.

### Synopsis: Open to various industries, preference in Business to Business Services (B2B), Healthcare / Fund B2B

C.I.I.S. will push for above market returns through the strategic acquisitions of cash flow positive businesses purchased in an earn out environment or through seller financing. We will work with the owner to purchase the business through a series of payments which are advantageous to our Investors in such a way as to acquire through recapitalization / leverage.

#### Acquisition Target Criteria: Through one or more acquisitions:

One general sub-industry will be chosen for each investment fund, hence you will select the respective fund to be in, either **Fund OFS** or **Fund B2B** 

#### **Geographic area (primary consideration and search emphasis)**

**Oil Field Services Related (FUND OFS):** Texas, Oklahoma, Louisiana, Mississippi, Alabama, Florida (Gulf Coast and Oklahoma) **Healthcare or B2B (FUND B2B):** Texas, Oklahoma, Louisiana, Mississippi, Alabama, Florida (Gulf Coast and Oklahoma)

#### Sales Criteria Target:

**Oil Field & Infrastructure Services Related (Fund OFS):** \$20 to \$50 million (Aggregate) **Healthcare or B2B (FUND B2B):** \$20 Million to \$60 Million (Aggregate)

#### **EBITDA Target:**

**Oil Field & Infrastructure Services Related (Fund OFS ):** \$3 to \$8 million (Aggregate) **Healthcare or B2B (FUND B2B):** \$4 to 8 Million (Aggregate)

Investment Horizon Target: Oil Field & Infrastructure Services Related (Fund OFS): 4-7 Years Healthcare or B2B (FUND B2B): 4-7 Years

**Investor Fact Sheet Summary:** 



**\*\*** See PPM for Details on Fee/Profit arrangement, summary provided below:

#### **Holding Period / Duration of Investment:**

4-7 Years

#### Legal Entities:

Capital Ingenuity and Innovative Solutions, LLC – as the General Partner (Operational) Capital Ingenuity and Innovative Solution Partners, LP – Investor Partner (Passive Investor)

#### Fund Industries of interest (but not limited to):

Fund: OFS: Oilfield Services Fund B2B: various industries, preference in Business to Business Services (B2B), Healthcare

#### Acquisition Capital Target Ratio:

\$10 million in capital will be used to target an acquisition(s) between \$20 million - \$40 million in aggregate for acquisition value.

#### **Investor Units:**

Funds to Raise: \$9.9 Million Investment Units to Sell: 99 Total Units

- 4 Class A (Search Fund) and Right of First Return of Capital
- 95 Class B

Price Per Unit: \$100K

#### \*Search Fund: (Pre-Acquisitions)

\$400,000 (to explore for 24 mo. the acquisition(s) of operating business(es)) - to be optimized once 4% funded for stage one funding. When the respective fund (Fund OFS or Fund B2B) is 50% funded, the respective fund will be authorized for acquisitions to be added to the fund's portfolio, i.e. trigger at \$5 million to fund and purchase business assets for portfolio.

#### \*Management Fee: (Post-Acquisition)

2% of managed assets (ex: \$30 mill **AUM** assets under management = \$600K/yr.). Capital will be repaid back to investors for any amount used from the L.P. Capital Investor Account.

#### \*Acquisition and Disposition Success Fee:

A one percent (1%) fee (in acquisition value) used for the acquisition or disposition of portfolio companies will be taken.

#### **Carried Interest**: 30%

30% of operating profits go to the General Partner and the 70% remaining profit will go to limited partners (investors). The carried interest final profits from investment exit will be received (from the General Partner) only after the investor's preferred return and repayment of principal fees, see below. Operating profits may be re-invested into operations for continued growth. The General Partner holds 1 Class B Unit.

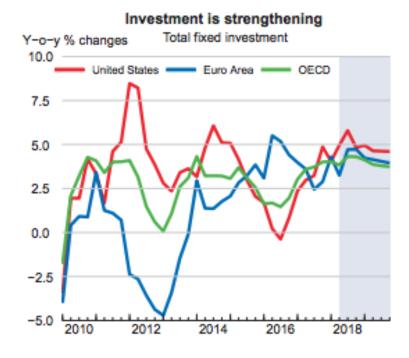
**Hurdle Rate waterfall**: : 6% simple interest rate Class B and a 9% simple interest rate Class A (Search Fund initial investors 4%/4 Units). This is the preferred rate the investors will receive prior to the partition of profits between the investors and the General Partner!

\*Note: Repayment of the following fees is subject to the availability of profits. Repayment of capital is to occur from profits first to the L.P. investors and prior to general partners carried interest portion of the profits.



#### What is trending for the US:

http://www.oecd.org/eco/outlook/economic-forecast-summary-united-states-oecd-economicoutlook.pdf



Source: OECD Economic Outlook 103 database.

#### OECD.org

Growth is projected to remain robust

The fiscal boost will contribute to investment and labour market tightening. This will support income growth and consumption, offsetting some of the demographic pressures that will slow employment growth. The fiscal boost will lead to sizeable budget deficits and rising debt levels. Against the backdrop of widespread improvements in external demand export growth is expected to strengthen, though this is offset by rising imports of investment goods. These developments coupled with a decline in national saving due to the fiscal loosening will contribute to a rising current account deficit. Trade represents a risk to the outlook. Addressing trade-related concerns multilaterally would minimise the risk of retaliatory measures undermining global trade growth. Financial risks have built up in some areas, particularly in the non-financial corporate sector where leverage is high. Reform efforts to reduce regulatory burdens in the financial sector should be careful to avoid exacerbating vulnerabilities. After a long period of quiescent wage and price inflation, the fiscal stimulus could support an acceleration that would boost incomes and price inflation.



Capital Ingenuity would like you to know that you do have options, consider our alternative investments for our private funds and see what your returns can look like. See below for specific information and dates on future investor relations meetings.

#### **Investment Funding Calendar: Target**

* Expected Subscription Commitments	Starting now through 2019
* Expected Placement PPM & Prospectus	Available now by request
* Expected Funding Dates	Starting now through 2019 to be used or returned within 18 r
* Expected 18 mo. Acquisition Target	18 Months post operational funding

\* Expected Exit, Return of Capital 4 -7 years post acquisition

18 Months post operational funding 4 -7 years post acquisition

Note: Funds will close within 6 months of reaching 50% funding as the minimum operational requirement. The 50% funding threshold minimum is = \$5 million.

#### Investor Relations Meeting: <u>RSVP to attend and receive additional details</u>,

-September 19th, 2018 San Jose, CA

-October 17<sup>th</sup>, 2018 Dallas, TX

-November 14<sup>th</sup>, 2018

Houston, TX

mo.

Materials to be Provided: **P**rivate **P**lacement **M**emorandum (Upon Request and/or Investment) Please respond in writing via e-mail or direct mail to request the Private Placement Memorandum (PPM) with the subscription agreement. Please remember this is available only to accredited investors. See contact information below:

**Contact:** David Saldivar C.I.I.S. Principal *David@CapitalNowSolutions.com* 

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281-881-7562

Investor Risk:

INVESTMENT IN THE COMPANY INVOLVES A HIGH DEGREE OF RISK, AND INVESTORS SHOULD NOT INVEST ANY FUNDS UNLESS THEY CAN AFFORD TO LOSE THEIR ENTIRE INVESTMENT. YOU SHOULD CAREFULLY ANALYZE ANY RISK FACTORS THAT MIGHT BE POSSIBLE. AN INVESTOR WHO INVESTS AS DESCRIBED HEREIN SHALL BE REQUIRED TO REPRESENT THAT HE, SHE OR IT IS ABLE TO SUSTAIN SUCH A LOSS, IS FAMILIAR WITH AND UNDERSTANDS THE TERMS AND THAT HE, SHE OR IT MEETS CERTAIN SUITABILITY REQUIREMENTS.