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# IMPERIAL CAPITAL ACQUISITION FUND IV

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## Industry Initiative – Business Services

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### 1. Areas of Interest

Given the broad nature of the Business Services sector, our Investment Team has identified a number of industry sectors within Business Services that it is continuing to research in order to identify sub-sectors in which to pursue acquisitions. Each of these industry sectors has multiple sub-sectors which we are considering for investment. The industry sectors that the Investment Team is currently researching include:

- Information Services
- Facilities Services
- HR Services (including staffing)
- Learning Services
- Operational Services
- Marketing Services
- Travel Services
- Professional Services

Sub-sectors within these industries are being evaluated by the Investment Team based on the criteria described on our website under Industry Characteristics (see [http://www.imperialcap.com/investmentfocus\\_indchar.html](http://www.imperialcap.com/investmentfocus_indchar.html)).

### 2. Company Attributes – Acquisition Criteria

- Companies headquartered in Canada or the US
- Sufficient size to serve as a platform business (EBITDA of between \$5 and \$30 million); smaller businesses will be considered for “add-on” acquisitions
- Clearly identifiable and defensible competitive advantage
- Experienced and proven management team
- Diversified customer base
- Reasonable growth prospects

For companies that do not fall within Imperial Capital’s targeted industries, please review our General Investment Criteria on our website (<http://www.imperialcap.com/downloads.html>). We will consider investing in opportunities that fit our company and industry characteristics outside of these industries.

For further information concerning our Business Services industry initiative, please contact the following:

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