

Thinking about the future of your business? Let's talk.

We are looking to acquire, operate and accelerate the growth of a single business.

Target company profile



Industry Profile

- Service and / or support based business
- Light industrial
- Fragmented industry / segment
- Minimum seasonality
- Stable regulatory environment
- Sizable and growing industry



Business Profile





- Recurring or contractual revenues
- Diverse and loyal customer base
- Strong middle management and work force
- Simple and/or replicable operations
- Low capital intensity



Financial Profile

- \$5M+ annual revenues
- \$1M - \$10M annual EBITDA
- 10%+ EBITDA margin
- Recurring revenue profile
- History of stable and consistent cashflows

Why West Lion?

	WEST LION CAPITAL	Private Equity	Strategic Buyer
 Primary Objective	Acquisition of one company for the long term	Pool many companies within a portfolio focusing on short term	Absorb company into a larger entity
 Investment approach	Focus on your goals through the sale providing flexible structures to suit	Complex transaction structure and multi-year commitment tied to performance hurdles	Strict terms with compensation tied to performance
 Post-purchase strategy	Collaborative transition of ownership, focusing on legacy	Maximize financial metrics	Alignment with corporate goals
 Employee retention	Critical to future success	Secondary to financial returns	Subject to redundancy and misalignment of values

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Our Team



Chris von Saarn,
CPA, CA
Co-Founder and
Managing Partner



Chris is a passionate and energetic business leader with over 13 years of experience in startup and corporate environments. He has a proven track record of executing on strategy, driving results and building long-lasting relationships.

Before co-founding West Lion Capital, Chris was the Chief of Staff and Managing Director of Special Projects at a UK based scale up in the financial services sector. Here, he worked closely with the founders, playing a crucial role in shaping the company's strategy, growing top line revenue, launching new products, optimizing key business processes, and raising capital.

Prior to this, Chris worked in TD's strategy team, helping shape the bank's strategy in Canada and the US. Chris's career began at KPMG, where he first obtained his CPA designation in Vancouver, and later gained valuable M&A experience in London, helping build his foundation in the dynamic world of finance and business leadership.



David Midgley,
CPA
Co-Founder and
Managing Partner



David is a thoughtful, dedicated professional with over 11 years of professional experience working mostly in leadership positions at founder-led operations. With keen focus on objectives, he strives to understand systems, processes and the team in order to make incremental improvements every day.

Before co-founding West Lion Capital, David was Director of Finance at Vistara Growth, a provider of growth capital through private debt and equity to software companies. David worked with the Founder/Managing Partner to navigate the operational challenges and facilitate the launch of their fifth fund, targeting US\$400million.

Prior to Vistara David worked at Article, a founder-led direct to consumer e-commerce platform, bridging communication divides between operational teams and executives. His first role after acquiring his CPA at KPMG in Vancouver was as a Finance and Operations lead at Grow Technologies, a business to business software company which ignited his passion for working with founders.

Our investors

SAGE
CAPITAL PARTNERS

OPERAND
GROUP +



Red Forest Capital

VONZEO
CAPITAL

ARCHIPELAGO
CAPITAL PARTNERS

HOUSATONIC

Endurance Search

KAMYLON

ETA EQUITY
ENTREPRENEURSHIP THROUGH ACQUISITION

MINEOLA
Search Partners

Milk Street Ventures

HIGHLAND CREEK
PARTNERS

