

Third Arch is a Philadelphia-based investment firm making long-term investments in high quality small businesses. We believe small business investing requires a different approach than traditional private equity. Our strategy is locally focused with a long-term perspective. Our dual objective is to help successful small businesses achieve greater scale and profitability; and to provide investors with access to attractive returns from an under-served market.

**Ideal Investment Criteria:**

Long-standing companies with defensible value propositions. Primarily focused on the Eastern United States, with selective screening for broader national targets.



Metrics	Industries	Characteristics	Outlook	Deal Types
<ul style="list-style-type: none"> <li>Revenue: \$10-60M</li> <li>EBITDA: \$2-6M</li> </ul>	<ul style="list-style-type: none"> <li>Niche manufacturing</li> <li>Specialty distribution</li> <li>Consumer products</li> <li>Business services</li> </ul>	<ul style="list-style-type: none"> <li>History of profitability</li> <li>Long-standing customer relationships</li> <li>Recurring revenue</li> <li>Tenured management</li> </ul>	<ul style="list-style-type: none"> <li>Identifiable growth and profit-improvement opportunities</li> <li>Robust end markets; low risk of Amazonification</li> </ul>	<ul style="list-style-type: none"> <li>Buyouts</li> <li>Partnerships</li> <li>Structured exits</li> </ul>

*Locally-focused and collaborative, our approach is to partner with strong management teams to help businesses continue their success, enhance profitability, and drive scalable, sustainable growth*

- **Proprietary Deal Flow:** Localized sourcing, leveraging a regional network to access potential investments in our target geographies.
- **Transaction Execution Expertise:** Decades of investment experience, with a track record of executing complex transactions and designing creative structures tailored to stakeholders needs.
- **Collaborative Value Creation:** Proximity to target investments allows us to work hand-in-hand with management to support their ongoing business objectives while preserving the company's existing culture and legacy.
- **Flexibility to Maximize Long-Term Results:** Long-term perspective avoids the misaligned incentives inherent with traditional private equity.



Patricia Graver



Paul Guarino

**Get In Touch**

 (267) 225-2914

 [info@thirdarchinvestments.com](mailto:info@thirdarchinvestments.com)

 [www.thirdarchinvestments.com](http://www.thirdarchinvestments.com)