



# ESTELIO

— PARTNERS —

## Our Mission

We are a partnership backing Luka Salamunic, an entrepreneur with the goal of acquiring and managing a single, great business. We are committed to preserve the seller's legacy and fulfill their vision, as well as creating long-term value to employees, clients, and the broader community.

## What We Look For

A business-to-business services or tech-enabled company based in the U.S. with annual revenues of \$3-30 million (mostly recurring in nature), a track-record of profitable growth, and an owner motivated to sell either partially or completely. We look to pay competitively through a straightforward transaction process.

## Our Team

Estelio Partners is a team of over 20 business owners and investors with first-hand experience acquiring and successfully managing small and medium businesses. These partners have committed their time and money to fully support Luka and the business to be acquired.

## > APPROACH <

	PRIVATE EQUITY	STRATEGIC BUYER	ESTELIO — PARTNERS —
Company's Future	One of many within a portfolio	Either merged or integrated into the larger business	The only business to be managed
Seller's Legacy	Uncertain	Potentially lost	Preserved
Seller's Future	Either forced to stay or to leave	Typically compelled to stay involved for months or even years	Flexible to the needs and wants of the seller
Employees' Future	Uncertain, depends on PE's cost cutting plans	At risk, as duplicity of jobs will be inevitable	Remain more critical than ever to the normal course of the business
Value Creation Levers	Revenue growth, cost cutting, financial engineering	Revenue growth, cost synergies, integrations	Revenue growth, coverage, and product expansion
Ease of Transaction	Couple of months to a year dealing with several counterparties	Couple of months to a year dealing with layers of approval	1-3 months dealing with one counterparty
Funded By	Insurance, Sovereign Wealth Funds, Endowments, Pension Funds	Company Shareholders	Team of entrepreneurs, company operators and investors



## > PRINCIPAL <



**LUKA SALAMUNIC**

**Principal & Operator**

<https://www.linkedin.com/in/lukasalamunic/>

He began his career at J.P. Morgan's investment banking team in 2013, based in Santiago, Chile as well as New York City. At J.P. Morgan, Luka advised multinational businesses in over 15 deal executions, tutored over 200 analysts globally, and led the firm's recruiting efforts in Chile.

Luka joined Accel-KKR's investing team in 2019, based in Menlo Park, California. Accel-KKR is a SMB private equity firm investing exclusively in software and tech-enabled services. At Accel-KKR, Luka developed both strategic and operational expertise in small and mid-sized companies.

He spent most of his college time playing competitive rugby, which taught him the synergistic value of teamwork. Luka represented Chile's National Rugby Team, playing at two Junior World Cups and three South American Rugby Championships.

Luka received his MBA from Stanford, his BS in Industrial and Electrical Engineering and MSc in Financial Engineering from PUC (Chile). He is a Certified Nutrition Coach from the National Academy of Sports Medicine and has passed CFA Levels I and II.

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**ANDREW SALTOUN**  
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**COLEY ANDREWS**  
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Principal, TTCER Partners



**SUSAN POHLMAYER**  
Managing Partner,  
Futaleufu Partners



**TODD TRACEY**  
Partner, Search Fund  
Partners



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CEO, Falcon  
Ambulance



**WILL BRESSMAN**  
Co-Founder,  
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**WILLIAM THORNDIKE**  
Founder, Housatonic Partners

