



Moving forward together.

Overview

HKW Technology is focused on buyouts and structured minority equity investments in middle market software and technology companies with highly recurring revenue. Our flexible investment approach allows us to invest across the capital structure and work creatively with high growth businesses.

Investment Criteria

- **Size:** \$15-75mm of equity check
- **Investment Types:** Control buyouts / shareholder recapitalizations, minority structured equity and growth equity, M&A financing
- **Region:** US & Canada
- **Company Characteristics:**
 - \$10 million+ contractually or predictably recurring revenue
 - Positive revenue growth rate organically or through M&A
 - Profitable or clear path to profitability
 - Definable path to “Rule of 40”



Differentiation

Entrepreneur First Philosophy

We understand the demands placed on entrepreneurs operating in fast-growing and dynamic industries. Our goal as investors is to be the support structure that helps management execute and implement their vision.

Deep Technology Expertise

Our team has invested in or advised over 100 technology companies over the past 20 years. We understand the unique go-to-market, and product development challenges high growth tech companies face.

Investment Flexibility

We believe productive uses of capital come at all stages in a Company's evolution, whether for organic growth, shareholder transitions, or acquisitions. Our flexible mandate allows us to develop capital structures that meet a broad range of operating requirements, liquidity needs, and time frames.

Technology Sector Focus

Vertical Enterprise Software and Technology

- Education Technology
- Energy Technology
- Financial Technology & Payments
- Government Software
- GRC Software
- Healthcare IT
- Logistics & Transportation Software
- Real Estate Software
- Retail & Consumer Software

Horizontal Software and Technology

- Artificial Intelligence & Virtual Reality
- Cloud/SaaS Infrastructure
- Data & Intelligence Software
- Human Capital Management Software
- Mobility Software
- Security Software
- Systems Management Software



Our Team

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