



About Crossbow Capital Partners

Founded in 2024, Crossbow Capital Partners is a sector-focused private investment firm that makes control equity investments in established middle-market businesses with strong prospects for rapid organic growth. We partner with founders that share our vision and passion to build exceptional companies.

Our investment approach is predicated on investing our own capital and providing strategic support to management teams in order to generate long-term growth and achieve a sustainable competitive advantage.

What sets us apart

What makes Crossbow Capital Partners truly different is our industry focus: we invest exclusively in companies operating in the Food & Beverage and CPG segments.

We bring more than just capital to every business relationship: with a combined experience of over fifty years as investors, entrepreneurs and operators in the Food & Beverage sector, we can leverage our specific industry knowledge to provide guidance into growing outstanding businesses in markets where we consistently proved to be successful.

Industry focus

- Food & Beverage
- Consumer Packaged Goods

Investment criteria

- ✓ **Revenue:** \$10 - \$100 million
- ✓ **EBITDA:** \$0 - \$10 million
- ✓ **Transaction structure:** Full ownership or controlling interest
- ✓ **Real estate:** We are interested in purchasing the real estate associated with the Business
- ✓ **Financial contingencies:** We do not require any external financing
- ✓ **Geography:** North America

Investment strategy

- ❖ **Investment horizon:** Long term. While we may seek to monetize our investments through future liquidity events, we have the flexibility to hold long-term to maximize value.
- ❖ **Management team:** Whenever possible, we prefer to partner with founders and existing management teams for a transition period to help realize the full potential of the Business.
- ❖ **Vision:** Our goal is to leverage our unique sector expertise to transform companies at an inflection point into market leaders.



Federico Balestra - Managing Partner

Federico is the CEO of Sabatino. A third-generation entrepreneur in the Food & Beverage industry, Federico first expanded his family's business in the U.S. in 1999 and grew it to make it North America's largest direct producer of truffle products, with global revenue of over \$50 million in 2023, generated across four continents.

Federico is also an active investor in companies operating in the frozen dessert, natural flavors, sustainable farming and food distribution segments.

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Stefano Fava - Managing Partner

Stefano is responsible for sourcing, executing and supporting all investments across the firm.

Stefano has over twenty years of successful M&A experience, in advisory roles and as an investor, primarily focused on the Food & Beverage sector.

Stefano received a degree in Law and Business Administration from Bocconi University and completed his executive education at Harvard Business School.

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