



KINGSWOOD

CAPITAL MANAGEMENT

OPERATIONALLY FOCUSED PRIVATE EQUITY FIRM

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FIRM OVERVIEW

Kingswood Capital Management, LP (“Kingswood” or the “Firm”) is a private investment firm primarily focused on investing in leading middle market companies which stand to benefit from our capital and extensive operating resources. We embrace complexity and are well-positioned to support businesses at inflection points in their development to drive durable value. The Firm brings relevant industry relationships and a broad network of internal and external operating resources to strengthen businesses and enhance value for all stakeholders.

Based in Los Angeles, Kingswood is a cohesive team of senior professionals from industry leading private equity firms with a history of success. Kingswood currently has approximately \$3.2 billion of capital under management and is investing out of its third institutional fund which was oversubscribed and held a final close in July 2024 above its hard cap with approximately \$1.5 billion of capital commitments.

COMPANY PHILOSOPHY

Kingswood utilizes its focus on flexibility and collaboration to tailor solutions that maximize value for all constituents. The Firm’s investment philosophy is to partner with founders, families, and management teams to create long-term, sustainable value for businesses. Kingswood is committed to carefully and thoroughly evaluating opportunities in an expeditious manner.

The Firm applies world class operators and subject matter experts to each investment opportunity with a focus on operational excellence and business improvements beginning pre-closing and continuing with active involvement throughout the investment period.

INVESTMENT CRITERIA

TRANSACTION TYPES

- Investments in family- and founder-owned businesses
- Corporate carve-outs
- Operational turnarounds
- Special situations

DEAL CRITERIA

- Investment Size: Equity investments of \$50 - \$150 million+ (up to \$300M+ with institutional co-invest)
- Revenues: >\$100 million
- EBITDA: Positive, negative or break-even
- Geography: HQ in North America
- Governance: Control or minority negative control rights

INDUSTRIES

- Services (business, government, and healthcare)
- Consumer (services, products and retail)
- Industrials
- Distribution

TARGET CHARACTERISTICS

Downside Protection

Asymmetric Upside

Operational Improvement Potential

PRE-FUND



Industry	Government Services
Transaction Type	Take-Private
Acquisition Date	November 2017
Seeking Add-ons?	Yes
Kingswood Contacts	Alex Wolf, Clay Lechleiter, Bob Cirillo, Ben Palmer

Versar is a global provider of engineering, environmental, security, and complex infrastructure operations and maintenance services primarily to U.S. Federal and State Government agencies.

FUND I



Industry	Consumer / Retail
Transaction Type	In-Court Restructuring (CCAA in Canada)
Acquisition Date	October 2020
Seeking Add-ons?	Yes
Kingswood Contacts	Alex Wolf, Michael Niegisch, Andrew Kovach, Nicholas Duncan

MEC is Canada’s go-to retailer for outdoor gear and expert advice. The Company operates 22 experiential retail stores (and growing) across Canada along with a complementary ecommerce business.



Industry	Consumer / Retail
Transaction Type	Corporate Carve-Out
Acquisition Date	January 2021
Seeking Add-ons?	Yes
Kingswood Contacts	Michael Niegisch, Clay Lechleiter, Bob Cirillo

World Market is a national specialty retailer of food products, coffee, wine, craft beer, home furniture, décor, rugs, gifts, and apparel. It searches the world for unique artisan goods and handicrafts, international food favorites, and design inspiration for its furniture and home décor. World Market operates approximately 240 stores (and growing) across approximately 35 states.



Industry	Business Process Outsourcing / Government Services
Transaction Type	Family / Founder Buyout
Exit Date	December 2021
Acquired by	Teleperformance
Kingswood Contacts	Alex Wolf, Andrew Kovach

Senture is a provider of multi-channel contact center solutions to government agencies and commercial customers.

Exited



FUND I (CONT'D)



Industry	Industrial Services
Transaction Type	Family / Founder Buyout
Acquisition Date	January 2022
Seeking Add-ons?	Yes
Kingswood Contacts	Michael Niegsch, Andrew Kovach, Brandon Sucaldito

Lind Marine provides dredging, barge and tug, oyster shell, and sand services throughout the San Francisco Bay and Delta, and the Sacramento and San Joaquin Rivers with the ability to serve the entire West Coast. The company specializes in handling and moving bulk materials for the construction and agricultural industries, dredging projects of any size, and marine environmental remediation.



Industry	Grocery
Transaction Type	Family / Founder Buyout
Exit Date	June 2024
Acquired by	The Jim Pattison Group
Kingswood Contacts	Alex Wolf, Michael Niegsch, Clay Lechleiter, Daniel Lisowski, Bob Cirillo

The Save Mart Companies is a California-based grocer that operates approximately 200 Save Mart, Lucky California, and FoodMaxx stores in the California Central Valley and Northern Nevada.

FUND II



Industry	Business Process Outsourcing
Transaction Type	Family / Founder Buyout
Acquisition Date	August 2022
Seeking Add-ons?	Yes
Kingswood Contacts	Alex Wolf, Andrew Kovach, Ryan Kamm

Support Services Group is a global, omnichannel contact center solutions company operating out of 20+ locations across ten countries with a base of over 9,500 employees.



Industry	Tire Distribution
Transaction Type	Family / Founder Buyout
Acquisition Date	October 2022
Seeking Add-ons?	Yes
Kingswood Contacts	Michael Niegsch, Oliver Quintero, Nicholas Duncan

Turbo Wholesale Tires is a designer, supplier, and wholesaler of proprietary and third-party branded tires. Turbo's proprietary owned brands include Lexani, Lionhart, and RBP.

Exited

FUND II (CONT'D)



Industry	Consumer / Retail
Transaction Type	Sponsor Buyout
Acquisition Date	July 2023
Seeking Add-ons?	Yes
Kingswood Contacts	Michael Niegsch, Oliver Quintero, Bob Cirillo

Obsession Holdings is one of the nation's largest retailers of authentic designer and proprietary fragrances and related accessories. Obsession operates over 220 retail stores (and growing) across 38 states under The Fragrance Outlet and Perfumania banners, as well as related ecommerce websites.



Industry	Energy Services
Transaction Type	Corporate Carve-Out
Acquisition Date	October 2023
Seeking Add-ons?	Yes
Kingswood Contacts	Alex Wolf, Clayton Lechleiter, Derrek Ross, Nicholas Duncan

OneX (formerly known as Covenant Testing Technologies) is a leading provider of flowback, production and sand management, and pressure control equipment rentals and associated services. OneX operates in the Permian Basin, DJ Basin, Eagle Ford Shale, and Haynesville Shale, across Texas, New Mexico, Colorado, and Louisiana, making it one of the largest independent specialist service providers in the country.



Industry	Food & Beverage
Transaction Type	Family / Founder Buyout
Acquisition Date	October 2023
Seeking Add-ons?	Yes
Kingswood Contacts	Michael Niegsch, Andrew Kovach, Derrek Ross, Brandon Sucaldito

G FUEL is a market leader in the performance energy space, providing sugar-free, no calorie products in both ready-to-drink cans and powdered energy formula products. Founded in 2012, G Fuel has established itself as the market leader in energy formulas and products for the gamer end-market for over a decade.



Industry	Building Products
Transaction Type	Corporate Carve-out
Acquisition Date	February 2024
Seeking Add-ons?	Yes
Kingswood Contacts	Michael Niegsch, Daniel Lisowski, Nicholas Duncan

Progress Lighting and Kichler Lighting are leading sources for residential and light commercial decorative lighting solutions. With decades of lighting technology, leadership and engineering, the company offers the highest quality lighting products and solutions that deliver aesthetic appeal, stellar performance, easy installation, and value to the residential new construction and renovation & remodel end markets.

Exited

FUND II (CONT'D)



Industry	Specialty Chemicals / Manufacturing
Transaction Type	Corporate Carve-out
Acquisition Date	April 2024
Seeking Add-ons?	Yes
Kingswood Contacts	Alex Wolf, Andrew Kovach, Derrek Ross, Bob Cirillo, Edward Manukyan

PATCO Products is the U.S. market leader in developing and manufacturing emulsifiers (a texture / binding chemical agent with decades of historical applications) across a diverse range of food and non-discretionary consumer end-markets. PATCO Products is the only operator with multiple manufacturing facilities in the U.S., operating two of the five total domestic manufacturing facilities.



Industry	Consumer / Industrial Technology
Transaction Type	Unnatural Owner Buyout
Acquisition Date	August 2024
Seeking Add-ons?	Yes
Kingswood Contacts	Alex Wolf, Andrew Kovach, Oliver Quintero, Bob Cirillo, Ben Palmer

Kodak Alaris, consisting of two business units (Kodak Moments and Kodak Alaris Business Unit), is a leading global provider of photo products and services to retailers, consumers, and entertainment properties (Kodak Moments), and one of the largest global providers of data capture and processing solutions through its award-winning software, document scanners, and services (Kodak Alaris Business Unit).

Exited



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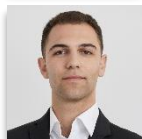
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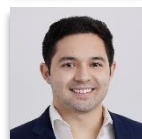
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