

# Private Investing in the Industrial Sector

**AKOYA CAPITAL** is a Chicago-based sector-focused private investment firm, specializing in the lower end of the middle market. We work closely with family offices, high-net-worth individuals and institutional capital providers to invest in profitable, well-positioned businesses.

We partner with founders and CEOs of family-owned and owner-operated businesses who are pursuing liquidity while prioritizing preservation of the company legacy.

Investments are led by one of Akoya's Sector Leaders whose operating expertise aligns with the business.

**2005** FIRM ESTABLISHED

**21** PLATFORM INVESTMENTS

**24** ADD-ON INVESTMENTS

**9** REALIZED EXITS

**\$1B** DEBT & EQUITY INVESTING SINCE 2011

## Select List of Industrial Investments

### SPECIALTY CHEMICALS



Invested 2020



Invested 2019



Invested 2012  
Exited 2017



Invested 2021



Invested 2012  
Exited 2018



Invested 2019

### INDUSTRIAL PRODUCTS & PACKAGING



Invested 2022



Invested 2017  
Exited 2021



Invested 2022

## Investment Criteria

- **Industrial sector**
- Revenues from \$25 to \$200 mm
- Minimum EBITDA of \$3 mm
- Fundamentally healthy; no distressed or turnaround situations
- North American headquarters
- Owners seek to reinvest in company

## Investment Team



**Max DeZara**  
Founder & Managing Partner  
312-546-8322  
mdezara@akoyacapital.com



**Lukasz Wrona**  
Principal  
312-546-8306  
lwrona@akoyacapital.com



**Carr Preston**  
Managing Director  
312-546-8312  
cpreston@akoyacapital.com



**Liz Dominick**  
Managing Director  
312-203-3443  
ldominick@akoyacapital.com



**Pat Riley**  
Managing Director  
312-546-8303  
priley@akoyacapital.com



**Karen Scalise**  
Vice President  
312-546-8302  
kscalise@akoyacapital.com



**Ben Schrimpf**  
Senior Analyst  
312-546-8309  
bschrimpf@akoyacapital.com



**Matt Winkeljohn**  
Senior Associate  
312-546-8301  
mwinkeljohn@akoyacapital.com

## Our Difference is Our Sector Leaders

Our Sector Leaders are accomplished senior operating executives with decades of industry expertise.

Sector Leaders play an active role in opportunity identification and evaluation. Post-close, the Sector Leader serves as the Executive Chair of the Board and is a strategic resource providing hands-on, strategic and operational guidance.

## Active Industrial Sector Leaders

### SPECIALTY CHEMICALS

**Don Stanutz**, Managing Director  
40+ Years Specialty Chemicals  
Former COO at Huntsman Chemical

**Dave Burger**, Managing Director  
35+ Years Specialty Chemicals  
Former President at NorthStar Chemicals and former senior executive at 3M

**Bob Marquette**, Managing Director  
40+ Years Specialty Chemicals  
Former President at Bostik, Inc.

### INDUSTRIAL PRODUCTS & PACKAGING

**Cedric Shaw**, Managing Director  
35+ Years Industrial Packaging  
Former Group President Industrial Packaging at ITW

**Ted Riddle**, Managing Director  
35+ Years Industrial Manufacturing | Metals  
Former President & CEO at National Material