

Private Investing in Health, Wellness & Specialty Ingredients

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 privately held businesses who are pursuing liquidity while prioritizing preservation of the company's legacy.

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

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, and post-close, serve as the Executive Chair of the Board, providing hands-on strategic and operational guidance.

With decades of experience across the value chain – including branded products, ingredients/flavors, and contract manufacturing – Akoya provides expert support to drive growth and help strong companies create even stronger futures.

Why Akoya is Interested in Investing in Health, Wellness & Specialty Ingredients

Globally, the health and wellness industry is expected to grow at 10.9% CAGR through 2032.

In the U.S., the healthy eating, nutrition, and weight loss market is expected to grow at a 10% CAGR, reaching \$276.9b by 2028.

Consumer data suggests the momentum will continue, with 72% of Gen-Z claiming healthy eating is an integral part of their lifestyle.

Sector expertise across the value chain and track record of successful value creation in the health & wellness segment.

Investment Team



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



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



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



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



Lukasz Wrona
Managing Director
312-546-8306
lwrona@akoyacapital.com



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



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



Ben Schrimpf
Associate
312-546-8309
bschrimpf@akoyacapital.com

Please contact a member of our investment team if you are aware of a company that fits our investment criteria.

2005 FIRM ESTABLISHED

21 PLATFORM INVESTMENTS

28 ADD-ON INVESTMENTS

9 EXITS

\$1B TRANSACTION VALUE
SINCE 2011

Representative Investments



Invested 2014
Exited 2021



Invested 2017
Exited 2021



Invested 2022



Invested 2022

Segments of Focus

- Branded Products
- Specialty Ingredients
- Flavors
- Contract Manufacturing

Investment Criteria

- Revenues from \$25 M to \$200 M
- Minimum EBITDA of \$4 M
- Potential value creation through revenue growth and operational improvements
- North American headquarters
- Owners seek to reinvest in company

Sector Operating Expertise



Don Kremin
Managing Director Specialty Ingredients

30+ years in the food ingredients industry
Previously group vice president of the Specialty Foods division of Hormel Foods, Don was responsible for a \$1.4B P&L. He serves on the boards of three privately held food ingredients companies.



David Burton
Managing Director Health & Wellness

30+ years in operations, 15+ years in nutrition
Over 13 years at Nutrisystem, most recently as COO, David was instrumental in product and process innovations, and played a key role in doubling the revenue of the business and quadrupling EBITDA.