

# Private Investing in the Industrial & Consumer Sectors

AKOYA  
CAPITAL

**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 their company's legacy.

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

## Active Industrial & Consumer Investments

### INDUSTRIAL

#### SPECIALTY CHEMICALS



Injection molding



Plastics compounding



Specialty membranes

#### PRODUCTS & PACKAGING



Packaging products



Precision machining



Contract packaging

### CONSUMER

#### SPECIALTY INGREDIENTS



Plant-based protein

#### HOME SERVICES



Fence Installer

## Investment Criteria

- Revenues from \$25 to \$200 mm
- Minimum EBITDA of \$4 mm
- No size requirements for add on acquisitions
- Fundamentally healthy; no distressed or turnaround situations
- Owners seeking to reinvest

## Investment Team



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**2005** FIRM ESTABLISHED

**21** PLATFORM INVESTMENTS

**25** ADD-ON INVESTMENTS

**9** EXITS

**\$1B** TRANSACTION VALUE  
SINCE 2011

## 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 providing hands-on strategic and operational guidance.

## Active Industrial Sector Leaders

### SPECIALTY CHEMICALS

#### Don Stanutz

40+ Years Specialty Chemicals  
Former COO at Huntsman Chemical

#### Dave Burger

35+ Years Specialty Chemicals  
Former President at NorthStar Chemicals and former senior executive at 3M

### PRODUCTS & PACKAGING

#### Cedric Shaw

35+ Years Industrial Packaging  
Former Group President Industrial Packaging at ITW

#### Ted Riddle

35+ Years Industrial Manufacturing | Metals  
Former President & CEO at National Material

## Active Consumer Sector Leaders

### HOME SERVICES & SPECIALTY INGREDIENTS

#### Steve DeZara

35 Years Home Services  
Former CEO, Luna Flooring

#### Don Kremin

30+ Years Food Ingredients  
Former Vice President, Specialty Foods Division, Hormel Foods

#### David Burton

35 Years Specialty Ingredients  
Former COO, Nutrisystem