



Akoya Capital is a leading independent sector focused private equity firm that creates and nurtures partnerships between management and capital. With industry-leading Sector Leaders, proprietary platform organizations and deeply experienced management teams we collaborate on creating compelling value creation opportunities. Together, we develop and execute industry sector acquisition strategies that deliver significant, measurable value for management, partners and all shareholders.

## The Akoya Advantage

What differentiates Akoya from other investment firms is our deep domain expertise and sector-led approach. We have a highly experienced team with complementary capabilities and a track record of success in delivering operating results and completing transactions. Based on our deep sector expertise we focus on what a company can become rather than what it is today.

### **Sector led senior operating executives**

Akoya focuses on specific industry sectors that are led by our Managing Directors/Sector Leaders who are all accomplished former senior operating executives with deep domain experience.

### **Investment thesis development**

In collaboration with the leadership team of the company we are investing in, and our Sector Leaders, we thoroughly develop an investment thesis that is translated into an executable value creation strategy. Our Sector Leader works closely with company leadership on behalf of all the invested parties.

### **Transaction expertise**

Akoya develops points of view about valuation and capital structure and economic models which bring together strategy, valuation and capital, creating a credible and compelling story for investors. Our experienced deal team guides all aspects of the transaction in order to ensure certainty of close.

### **Operations expertise**

Our proven and accomplished Sector Leaders and Operating Partners play an active role post-close and oversee the success of our investments.

## **Our Investment Criteria**

- Revenues from \$25 to \$200 million
- A minimum EBITDA of \$3 million.
- Typically privately-owned, especially family-owned or multi-generational businesses
- Businesses experiencing growth-related constraints that cannot be met with existing financial and managerial resources
- Potential to achieve significant annual earnings growth through a combination of revenue growth and operational improvements
- North American Headquarters
- Current owners seeking to reinvest a portion of the proceeds in the new company

## **Our Sectors**

- Industrial Chemicals, Products, Packaging & Distribution
- Consumer Foods, Products & Home Services
- Professional Information Services

## **Contact Us**

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# Industrial Chemicals, Products, Packaging & Distribution

## Specialty Chemicals Areas of Interest:

Water Treatment, Agrichemicals, Coatings, Compounds, Flavor & Fragrance, Fabricated Insulation, Technical Fluids, Personal Care, Polymer Modifiers/Additives, Rubber Chemicals, Surfactants, Adhesives, Sealants & Tapes, Plastics.

## Industrial Distribution Areas of Interest:

Metals, Specialty Chemicals, Power Transmission & Motion Control, Safety Products, Gases & Welding Equipment, Electrical.

## Industrial Products & Packaging Areas of Interest:

Packing Machinery & Processing Technologies, Promotional Packaging Manufacturers, Adhesive Application Systems, Test & Measurement, Specialty Fasteners, Advanced Dispensing Systems, Specialized Decorating Solutions, Packaging Equipment & Consumables, Food Equipment & Service, General Industrial Equipment.

### Don Stanutz

#### Specialty Chemicals Sector Leader

40 years chemical industry experience • COO, President Performance Products – Huntsman Chemical • Majority of career with Texaco and Huntsman • Texaco Lubrication Engineer • Chairman – ICM Products, Cass Polymers • BSChE

### Mark Breckheimer

#### Managing Director, Industrial Distribution Sector Leader

35+ years industrial distribution with a focus on metals distribution • President – Kloeckner Metals Heavy Carbon Group • President – Primary Steel • Sold Primary Steel to Kloeckner with private equity backing • Chairman – NSA Industries

### Tim Gardner

#### Managing Director, Industrial Products Sector Leader

35+ years industrial products experience • EVP, Group President – ITW • President – Hi-Cone • VP Sales – J.L. Clark • Various – Continental Can

### Cedric Shaw

#### Managing Director, Industrial Products & Packaging Sector Leader

30+ years industrial distribution and packaging with a focus on acquisitions and innovation • Group President Industrial Packaging – ITW • VP GM – Hobart Food Equipment • VP GM – Miller Electric • VP GM – Specialty Packaging • VP – Newtec International • various – Continental Can & ARCO Metals

### Dave Burger

#### Managing Director, Specialty Chemicals

35 years chemical industry experience • CEO of Edge Adhesives • President of NorthStar Chemicals (division of 3M) • Majority of career with 3M – Industrial Adhesives & Tapes and Memory Technologies • Board member Edge Adhesives • Chairman - Primetac • BSChE

### Greg Vas Nunes

#### Managing Director, Specialty Chemicals

35 years chemical industry experience • Senior Vice President for Univar and an Officer of the Company • President for the European region of Performance Fibers • President for subsidiaries of Hyosung and LG • 20 years in management and senior leadership roles at DuPont • Chairman – Trinity Technology Group • BSChE

### Bob May

#### Managing Director, Plastics, Polymers, And Other Related Specialty Chemicals

35 years chemical industry experience • President of Premier Polymers • Vice President Vinyl Resins – Georgia Gulf / Axiall • Global leadership positions at BP-Amoco and Dow Chemical • Held various positions at Portion Packaging, Campbell Soup Company and America Cyanamid • CEO and Executive Chairman, Beacon Manufacturing Group • BSChE, MBA

### Mark Noetzel

#### Managing Director, Fabricated Insulation, Technical Fluids, And Other Specialty Chemicals

35 years chemical industry experience • Group Vice President, Retail Operations, Fuels Transport, and Wholesaling – BP • Majority of Career with BP and Amoco • Board Director – Axiall Corporation • Board Director – Aspen Aerogels • BA, MBA

## CURRENT PORTFOLIO



## REALIZED PORTFOLIO



# Consumer Foods, Products & Home Services

## Consumer Foods Areas of Interest:

Ethnic Foods, Food Ingredients, Frozen/Refrigerated, Healthy Snacks, Natural/Better For You, Prepared Foods.

## Home Services Areas of Interest:

Essential Home Services including residential HVAC, waterproofing, and plumbing services. Exterior & Interior Home Finishing including residential siding, roofing, windows, doors, solar energy, bathroom and kitchen remodeling.

### Lou Nieto

#### Consumer Foods Sector Leader

35+ years experience in the food industry • President – ConAgra Consumer Foods • EVP Sales & Marketing – Mission Foods • Group President – Dean Foods • President & CEO – Federated Group • Chairman – Fresh & Ready Foods

### Steve DeZara

#### Home Services Sector Leader

30+ Home Services industry experience • CEO of Luna Flooring for over 15 years • Led a successful merger with Empire Today • Founded and built two successful Home Services companies • Current Board Director of Empire Today

## CURRENT PORTFOLIO



## REALIZED PORTFOLIO



# Professional Information Services

## Professional Information Services Areas of Interest:

Legal, Tax, and Regulatory, Education, Training, and Certifications, Digital Publishing and Support Services, Healthcare IT School & Office Products, Sports & Recreational Products.

### John Regazzi

#### Professional Information Services Sector Leader

40+ years professional informational services industry • CEO – Elsevier Inc. (NYSE: ENL) • CEO – Engineering Information • Chairman – Converged Security Solutions, DiSTI • Non-executive Board Director – BSI Group, AIP Publishing, NITS, Collexis

## CURRENT PORTFOLIO



## REALIZED PORTFOLIO

