



PARTNERSHIP-FIRST APPROACH. DEMOGRAPHIC-DRIVEN INVESTING.

Operationally-focused lower middle-market investment firm with approximately \$275* million of assets under management. Combining real-life operational know-how and family-owned business insights with deep institutional private equity capabilities.

AUA PRIVATE EQUITY is led by Andy Unanue, former COO of Goya Foods, Inc. (founded by the Unanue family), the largest and most successful Hispanic-owned food company in the United States, and is complemented by Partners Steven Flyer and David Benyaminy, who bring over 20 years of proven private equity expertise, deep sector insight and a wealth of longstanding relationships.

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TARGETED INDUSTRIES



CONSUMER PRODUCTS

Investing across the entire consumer spectrum

Food and beverage, health and wellness, pet, personal care, restaurants, and retail



CONSUMER SERVICES

Investing in services that seek to engage with consumers

Wholesale grocery distribution, consumer products logistics, family entertainment, experiential and out-of-home media, marketing, advertising, and active lifestyle

LOWER MIDDLE-MARKET INVESTMENT CRITERIA



SIZE

EBITDA > \$5 million



EQUITY

\$15 - \$75 million



TRANSACTION VALUE

\$25 - \$200+ million

FOCUSED STRATEGY



PARTNERING WITH FAMILY-OWNED BUSINESSES

- Seeking transition or liquidity
- Inter-generational transfer of business ownership
- Seeking strategic partners for future growth
 - Looking to maximize value



OPPORTUNISTIC IN THE U.S. HISPANIC MARKET

- Companies that benefit, or could benefit, from the growth of the Hispanic population
- Businesses owned by, catering to, or employing a majority Hispanic workforce

*AUM calculated as of 12/31/17

PORTFOLIO COMPANIES



WATER LILIES, LLC is a manufacturer of frozen Asian appetizers and entrees that are primarily sold through supermarkets, club/mass stores, restaurants, and ethnic markets. The Company's signature products include egg rolls, spring rolls, potstickers, dumplings and a variety of noodles in both vegetarian and meat options, as well as better-for-you categories (natural, organic, gluten-free). The Company is SQF Level 3 and USDA Organic certified.



NEW YORK, NY



INDULGE DESSERTS HOLDINGS, LLC is a manufacturer of premium gourmet desserts, offering a full line of American and international/ethnic, all-natural products to the foodservice and retail markets. The Company's portfolio includes Italian specialties, Latin desserts (e.g., tres leches and dulce de leche) and Asian inspired treats as well as gluten-free and sugar-free items.



Add-on: LOVE AND QUICHES, LTD, a manufacturer of gourmet desserts and quiches that serves national restaurant chains, foodservice distributors and grocery / mass / club stores.



Add-on: ELEGANT DESSERTS, LLC, a manufacturer of premium European-inspired desserts specializing in individual portion sized French chocolate mousse, petit fours, specialty brownies, cheesecake and carrot cake bites.



TIJUANA FLATS RESTAURANT GROUP, LLC is a fast-casual restaurant chain offering made-to-order Tex-Mex cuisine with fresh ingredients. The dining experience is relaxed and fun with every restaurant decorated in distinctive wall art and designed around a hot sauce bar that includes over 50 varieties. The Company has over 130 corporate and franchise locations in the Southeastern U.S.



BEDFORD PARK, IL



RAYMUNDOS FOOD GROUP, LLC is a manufacturer of branded and private-label refrigerated desserts. The Company's portfolio of gelatins, flans, puddings and other ready-to-eat products has strong connectivity to the growing Hispanic demographic in the United States, and provides a unique value-proposition to food retailers.

Add-on: NOGA DAIRIES, INC., a manufacturer of yogurts, drinkable yogurts, dips and cheeses, and other dairy products.



SHOREVIEW, MN



VSTAR ENTERTAINMENT GROUP, LLC is a leading touring family entertainment and event promotions company with several touring properties including Discover the Dinosaurs, a dinosaur-themed interactive exhibit/show, and Paw Patrol Live, a theatrical stage show based on characters from Nickelodeon's Paw Patrol. The Company also offers production services, 3D props and costumes, and experiential installations.

Add-on: CIRQUE DREAMS HOLDINGS LLC, a live family entertainment company that combines European cirque-style performance artistry with American circus arts and Broadway theatrics.



ASSOCIATED FOODS HOLDINGS, LLC is a specialty distributor of food and grocery products to over 275 independent grocery stores in the New York metropolitan area. The Company licenses its "Associated", "Compare", "Met Foods", "Pioneer" and "MetFresh" proprietary trade names to independent grocery store owners and provides services in the form of grocery distribution, promotions, advertising, financing and customer support.

PLEASE VISIT OUR WEBSITE: www.uaequity.com

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