

PARTNERSHIP-FIRST APPROACH. DEMOGRAPHIC-DRIVEN INVESTING.SM

Operationally focused lower middle-market investment firm with over \$675* 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 24 years of proven private equity expertise, deep sector insight and longstanding relationships.

PALM BEACH OFFICE
 1 N. Clematis Street, Third Floor
 West Palm Beach, FL 33401
 (212) 231-8600

ANDY UNANUE
 (212) 231-8610
 andy.unanue@auallc.com

STEVEN FLYER
 (212) 231-8680
 steven.flyer@auaequity.com

DAVID BENYAMINY
 (212) 231-8670
 david.benyaminy@auaequity.com

KYCE CHIHI
 (212) 231-8690
 kyce.chihi@auaequity.com

JOHN MOORE
 (212) 231-8650
 john.moore@auaequity.com

JACK LIN
 (212) 231-8643
 jack.lin@auaequity.com

ARI DAVID
 (212) 231-8641
 ari.david@auaequity.com

JORDANA COOPER
 (212) 231-8660
 jordana.cooper@auaequity.com

TRIP EWIG
 (212) 231-8646
 trip.ewig@auaequity.com

TARGETED INDUSTRIES



CONSUMER PRODUCTS

Investing across the entire consumer spectrum

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

INVESTMENT CRITERIA



SIZE

EBITDA > \$5 million



EQUITY

\$20 – \$75+ million



FLEXIBLE CAPITAL

- Preferred Stock/Common Equity
- Recapitalizations
- Majority/Minority Structures
- Balance Sheet Enhancements

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

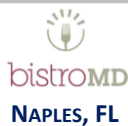


OPPORTUNISTIC IN THE U.S. HISPANIC MARKET

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

*As of: April 1, 2021. Gross of returned capital.

FUND II – CURRENT INVESTMENTS



BISTRO MD, LLC is a national, direct to consumer doctor-designed, chef-prepared meal delivery service tailored for weight loss. Founded in 2005, BistroMD offers a "food as medicine" approach towards weight loss, delivering meals to consumers across the U.S.



WESTMINSTER PET PRODUCTS is a developer and marketer of pet treats, chews, supplies, and shoe care products serving the retail industry. Founded in 1913, Westminster operates out of a 240k square foot BRC-AA certified facility.



TRUFOOD MANUFACTURING is a co-manufacturer of nutrition bars, baked bars, protein bars, chocolate molded products and granola for its customer base of premier consumer packaged goods companies and retailers.



Add-on: SIMPLY NATURAL FOODS, LLC is a co-manufacturer of better-for-you snacks developing and producing nutrition bars and confections for some of the largest and fastest growing food brands in the U.S.



GOURMET KITCHEN, INC., is a manufacturer and distributor of specialty prepared foods for hotels, restaurants, universities, corporate campuses, and retailers.



Add-on: KABOBS HOLDINGS, LLC, is a manufacturer of hors d'oeuvres, sides, and breakfast products. It services foodservice operators, hotels, corporate campuses, and educational facilities in the U.S and Canada.



Add-on: GOURMET FOODS, INC., is a manufacturer and distributor of specialty prepared foods including soups, sauces, hors d'oeuvres, and appetizers servicing the airline, hospitality, and retail channels.



Add-on: VAN-LANG ENTERPRISES, INC., is a manufacturer and distributor of appetizers and hors d'oeuvres with national distribution and strong presence in the Midwest.



Add-on: HOLIDAY FOODS™, is a manufacturer of hors d'oeuvres and center-of-the-plate signature entrées.

*Fund I & Fund II Investment

FUND I – CURRENT INVESTMENTS



WATER LILIES FOOD, LLC is a manufacturer of frozen Asian appetizers and entrees for supermarkets, club/mass stores, restaurants, and ethnic markets including egg rolls, spring rolls, potstickers and dumplings.



TIJUANA FLATS RESTAURANT GROUP, LLC is a fast-casual restaurant chain, with corporate and franchise locations in the Southeastern U.S., offering made-to-order Tex-Mex cuisine with fresh ingredients.



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



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



Add-on: DESI NATURAL, a marketer of branded Indian dairy products that target the growing Indian and Middle-Eastern demographics in the U.S.

FUND I – REALIZED INVESTMENTS



VSTAR ENTERTAINMENT GROUP, LLC is a leading touring family entertainment and event promotions company with several touring properties including *Discover the Dinosaurs*, and *Paw Patrol Live!*, a theatrical stage show based on characters from Nickelodeon's *Paw Patrol*.



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.



KENILWORTH, NJ

INDULGE DESSERTS HOLDINGS, LLC is a manufacturer of premium gourmet desserts, offering a full line of American and international, all-natural products to the foodservice and retail markets.



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



Add-on: ELEGANT DESSERTS, LLC, a manufacturer of premium European-inspired desserts.



Add-on: JOEY'S FINE FOODS, INC., a manufacturer of sweet snacks known for its Black and White Cookies and Linzer Tarts.



ASSOCIATED FOODS HOLDINGS, LLC is a specialty distributor of grocery products to approximately 225 independent grocery stores in the New York metropolitan area. The company licenses its proprietary trade names to independent grocery store owners and provides, financing and merchandising services.