

PARTNERSHIP-FIRST APPROACH. DEMOGRAPHIC-DRIVEN INVESTING.®

Operationally focused lower middle-market investment firm that has deployed over \$475 million of capital to date.⁽¹⁾ We combine 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 25 years of proven private equity expertise, deep sector insight and longstanding relationships.

TARGETED INDUSTRIES



CONSUMER PRODUCTS

Investing across the entire consumer spectrum

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

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⁽¹⁾ AUA has committed capital of approximately \$675 million as of March 31, 2022, including co-investment capital and recent realizations.

FUNDS I & II – CURRENT INVESTMENTS



EPIC BAKING COMPANY is a manufacturer and distributor of artisan-crafted bread products including hoagies, rolls and buns for leading foodservice chains and grocery retailers. The company currently operates two BRC-certified facilities in Muskegon, Michigan and Atlanta, Georgia.



PROFECTUS BEAUTY is a personal care platform acquiring haircare, skincare and other personal care brands that market and develop products focused on improving wellness and targeting anti-aging sentiment. The company currently owns a brand of women's haircare products that promote scalp health and hair regeneration.



BISTROMD 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.



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-certified facility.



Add-on: PET 'N SHAPE offers a full line of branded dog treats and chews, made from natural ingredients, primarily serving eCommerce channels.



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



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

*Fund I & Fund II Investment



Add-on: VAN-LANG ENTERPRISES 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.



MAITLAND, FL

TIJUANA FLATS RESTAURANT GROUP 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.



BEDFORD PARK, IL

RAYMUNDOS FOOD GROUP 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 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.

REALIZED INVESTMENTS



PITTSBURGH, PA

TRUFOOD MANUFACTURING is a co-manufacturer of nutrition bars, baked bars, protein bars, chocolate molded products and various other snack products for large CPG companies and high-growth emerging brands.



Add-on: SIMPLY NATURAL FOODS 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.



BAY SHORE, NY

WATER LILIES FOOD 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.



FRIDLEY, MN

VSTAR ENTERTAINMENT GROUP is a leading touring family entertainment and event promotions company with several touring properties including *Discover the Dinosaurs*, and *Paw Patrol Live!*



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



KENILWORTH, NJ

INDULGE DESSERTS HOLDINGS 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 is 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.



PT. WASHINGTON, NY

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.