

## PARTNERSHIP-FIRST APPROACH. DEMOGRAPHIC-DRIVEN INVESTING.®

Operationally focused lower middle-market, consumer investment firm that has deployed over \$600 million of capital to date.<sup>(1)</sup> 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 who bring over 25 years of proven private equity expertise, deep sector insight, and longstanding relationships.

1 N. Clematis Street, STE 500  
West Palm Beach, FL 33401  
(561) 851-9500

**ANDY UNANUE**  
(561) 851-9510  
[andy.unanue@auallc.com](mailto:andy.unanue@auallc.com)

**STEVEN FLYER**  
(561) 851-9520  
[steven.flyer@auaequity.com](mailto:steven.flyer@auaequity.com)

**DAVID BENYAMINY**  
(561) 851-9530  
[david.benyaminy@auaequity.com](mailto:david.benyaminy@auaequity.com)

**KYCE CHIH**  
(561) 851-9540  
[kyce.chihi@auaequity.com](mailto:kyce.chihi@auaequity.com)

**CHARLES DEVRIES**  
(561) 851-9620  
[charles.devries@auaequity.com](mailto:charles.devries@auaequity.com)

**BRIAN KROUSKOS**  
(561) 851-9630  
[brian.krouskos@auaequity.com](mailto:brian.krouskos@auaequity.com)

**NICOLAS PFLAUM**  
(561) 851-9635  
[nicolas.pflaum@auaequity.com](mailto:nicolas.pflaum@auaequity.com)

**JORDANA SILFEN**  
(561) 851-9645  
[jordana.silfen@auaequity.com](mailto:jordana.silfen@auaequity.com)

**TRIP EWIG**  
(561) 851-9648  
[trip.ewig@auaequity.com](mailto:trip.ewig@auaequity.com)

**LUKE PHILLIPS**  
(561) 851-9643  
[luke.phillips@auaequity.com](mailto:luke.phillips@auaequity.com)

**ARDEN COHEN**  
(561) 851-9642  
[arden.cohen@auaequity.com](mailto:arden.cohen@auaequity.com)

### TARGETED INDUSTRIES



#### CONSUMER PRODUCTS

Specialist firm focused on the consumer segment

Food and beverage, wellness, pet, and private label offerings



#### CONSUMER SERVICES

Investing in services that support business owners or engage with consumers

Food and beverage manufacturing, consumer products, logistics, family entertainment, and active lifestyle

### INVESTMENT CRITERIA



#### SIZE

EBITDA > \$10 million



#### EQUITY

\$40 – \$100 million



#### FLEXIBLE CAPITAL

- Preferred Stock/Common Equity
- Recapitalizations
- Balance Sheet Enhancements

### FOCUSED STRATEGY



#### OPERATIONALLY-FOCUSED BUSINESSES IN THE CONSUMER SEGMENT

- Co-manufacturing / Private label businesses that benefit from outsourced labor dynamics
- Branded food businesses benefitting from consumer trends in snacking, wellness, and better-for-you



#### PARTNERING WITH FAMILY-OWNED AND/OR MULTI-CULTURAL BUSINESSES

- Family/Founder-owned businesses seeking transition or liquidity
- Businesses that benefit, or could benefit, from the growth of the Hispanic and multi-cultural population

(1) AUA has committed capital of approximately \$600 million as of June 30, 2024, including co-investment capital and recent realizations.

\* This information is being provided herein for discussion purposes only. This information is intended as an overview of the services provided by AUA Private Equity ("AUA"). This presentation does not constitute an offer to sell nor is a solicitation of an offer to purchase any securities, including any securities of AUA or an AUA managed fund. Recipients should not infer or assume that any securities, sectors, or markets described were or will be profitable or are appropriate to meet the objectives, situation, or needs of a particular person, as the implementation of any financial strategy should be only made after consultation with your attorney, tax advisor, and investment advisor. This information is confidential and is intended only for intended recipients and their authorized representatives and may not be distributed to any other person without AUA's prior written consent.

## FUNDS I & II – CORE CURRENT INVESTMENTS



**WEAVER POPCORN MANUFACTURING** is a leading manufacturer of microwave popcorn serving large established brands and private label programs, with capabilities to produce ready-to-eat and un-popped popcorn.



**WESTERN SMOKEHOUSE PARTNERS** is a leading manufacturer of premium, better-for-you meat snacks operating out of four facilities across the Midwest offering a wide array of co-manufactured, private label, and branded products.



**Add-on: GOLDEN VALLEY** is a manufacturer of meat snacks, including traditional jerky, servicing both branded and private label customers.



**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.



**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 branded dog treats and chews 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 servicing 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.



**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.

\*Fund I & Fund II Investment

## REALIZED INVESTMENTS



**RAYMUNDOS FOOD GROUP** is a manufacturer of branded and private-label refrigerated desserts. The company's portfolio of gelatins, flans, and puddings provide a unique value-proposition to food retailers.



**NOGA DAIRIES** a manufacturer of yogurts, drinkable yogurts, and dips and **DESI NATURAL** a marketer of branded Indian dairy products that target the growing Indian and Middle-Eastern demographics in the U.S.



**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.



**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.



**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.



**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-ons: LOVE AND QUICHES, ELEGANT DESSERTS, JOEY'S FINE FOODS** which collectively added quiches, European-inspired desserts, and branded black and white cookies to the company's product portfolio.



**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.

## FUND II – NON-CORE CURRENT INVESTMENTS



**MARLEY SPOON SE** is a publicly-traded subscription-based meal kit service offering high-quality original recipes directly to consumers across the world.



**BISTROMD** is a U.S.-based, direct to consumer doctor-designed meal delivery service tailored for weight loss.



**PROFECTUS BEAUTY** is a personal care platform acquiring haircare, skincare and other personal care brands that market and develop products for women focused on improving wellness and targeting anti-aging sentiment.