

PARTNERSHIP-FIRST APPROACH. DEMOGRAPHIC-DRIVEN INVESTING.®

Operationally focused lower middle-market, consumer investment firm that has deployed over \$700 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 who bring over 25 years of proven private equity expertise, deep sector insight, and longstanding relationships.

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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, co-manufacturing (food, personal care, convenience products), logistics, 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 \$850 million as of January 1, 2025, 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, & III – CURRENT INVESTMENTS



PERTH AMBOY, NJ

*Fund II & Fund III Investment

TROPICAL CHEESE INDUSTRIES is a family-owned, vertically-integrated, branded Hispanic food company that services an array of retailers and is the #1 brand of Hispanic cheeses and other food products along the East Coast.



VAN BUREN, IN

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.



GALESBURG, IL

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.



ATLANTA, GA

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.



CUMBERLAND, RI

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.



LOS ANGELES, CA

*Fund I & Fund II Investment

REALIZED INVESTMENTS



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 provide a unique value-proposition to food retailers.



FARMINGDALE, NY

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.



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-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.



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.