



CAPITAL

About KCM

KCM Capital Partners LLC ("KCM Capital" or "KCM") is a Chicago-based private investment firm focused on investing in founder-owned lower middle market business services, value-added distribution and specialty industrial companies throughout North America. Collectively, our team has over 70 years of private equity, private credit, operations and corporate advisory experience, having led or participated in the direct investment of nearly \$1.5 billion of capital across more than 100 lower middle market transactions during this time.

The KCM Way

KCM adheres to an approach rooted in **honesty, integrity and respect** in all that we do. We couple a sincere admiration for a company's heritage and culture with a patient, long-term and results-oriented strategy that results in "win-win" transactions and establishes a solid foundation for future success.

KCM was founded on a simple mantra – **Keeping Continuity Matters** – which is emblematic of our belief in the importance of a healthy culture and collaborative, trustworthy partnerships. We embrace this philosophy, both within our firm and with our portfolio partners, which allows us to take a more targeted approach and devote our time to making a long-lasting and differentiated impact on our companies.

With these guiding principles in mind, we strive to "return to the basics" of successful investing by refocusing on the human element of business and supporting founders and management teams of niche market leaders with creative solutions and strategic guidance to effect transformational growth.

As we work toward these goals, our positioning as an independent private investment firm, rather than a traditional fund, enables us to employ a patient investment approach and provide stronger alignment to both our investors and our portfolio partners. As a result, KCM maximizes its time doing what's important – serving as a strong partner to our management teams to assist in building world-class businesses of which all stakeholders can be proud.

Our approach is simple and straightforward – we're only as good as our reputation, and at KCM, we do what we say we'll do.

Patient Capital for Founder-Owned Niche Market Leaders

Target Investment Criteria

Core Industry Sectors

Business Services, Value-Added Distribution, Specialty Industrial

Company Size

\$25 to \$150 million enterprise value; \$25 to \$250 million revenue; \$5 to \$15 million EBITDA
(any size for add-on acquisitions)

Growth Potential

Lower middle market niche leaders with transformative opportunities through identifiable and executable value creation initiatives and accelerated growth strategies

Competitive Characteristics

Committed management in-place or identified, history of strong and stable cash flow, leading business and market fundamentals, deep customer-centric focus and defensible market share

Outsized Return Opportunity

Secular growth trends, revenue expansion tailwinds, attractive and/or improving EBITDA margins, high free cash flow conversion

Target Investment Profile

Company Positioning

Fundamentally well-positioned companies with unique value proposition that require the right partner to scale to the next level

Originations Strategy

Privately held and/or family/founder owned businesses; leverage industry sector experts and intermediaries, along with KCM Executive Advisors

Investment Size & Sources

\$10 to \$50 million of equity per platform; control equity focus; flexible and patient capital from the KCM team and our strategic relationships with family offices, high net worth individuals, executives and private financial institutions

KCM Capital Value-Add

KCM provides senior level responsiveness and access to a deep network of accretive relationships to help our management teams with the development and execution of value creation plans; drive accelerated growth through organic initiatives and complementary acquisitions

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Portfolio Companies

KCM is focused on a singular goal - supporting founders and management teams of niche market leaders with creative solutions and strategic guidance to effect transformational growth.

We welcome you to get to know our portfolio partners in greater detail.

Current Portfolio Partners



Royal Distributing

INVESTMENT: NOVEMBER 2022

www.royaldistributing.com

Canada's leading omnichannel specialty retailer serving the powersports enthusiast market for snowmobile, ATV, UTV, dirt bike, motorcycle and watersports aftermarket products.



Tekleen

INVESTMENT: DECEMBER 2021

www.tekleen.com

Provider of automatic, self-cleaning water filtration equipment to industrial, commercial and municipal end markets.



Four State Trucks

INVESTMENT: AUGUST 2021

www.4statetrucks.com

Specialty distributor of chrome, performance accessories and collision repair aftermarket parts to the heavy-duty truck market.



Mason West & AJ Engineering

INVESTMENT: JULY 2020

www.masonwest.com

Provider of specialty engineered seismic restraint and vibration isolation solutions.

Realized Investments



ICAT Logistics

REALIZATION: MARCH 2024

INVESTMENT: DECEMBER 2021

www.icatlogistics.com

Agency-based global freight forwarder providing comprehensive transportation and logistics solutions.



THE
INDUSTRIAL
SERVICE GROUP

Industrial Service Group

REALIZATION: DECEMBER 2022

INITIAL INVESTMENT: SEPTEMBER 2019

www.isgservice.com

Leading network of industrial service-oriented companies specializing in the repair, service, distribution and sale of critical-to-process rotating equipment.

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