

## ABOUT US

Pacific Avenue Capital Partners, founded by Chris Sznewajs in 2017, is a Los Angeles-based private investment firm focused on corporate divestitures and other special situations in the lower middle market. Our extensive M&A and operations experience allows us to navigate complex transactions and unlock value through operational improvement, capital investment, and accelerated growth. Our senior team has closed over 50 transactions, including 25 corporate divestitures, across a multitude of industries. Once a complex situation has been navigated, Pacific invests heavily to drive growth and create value.

Through our collaborative approach, we partner with strong management teams to drive strategic change and assist businesses in reaching their full potential.

## INVESTMENT CRITERIA

Pacific is seeking control investments in businesses that have the potential for transformational upside. Our investments are assessed using the following criteria:

### Size / Geography

- North America focused / select EU transactions
- Platform revenues up to \$750M / add-ons any size
- Positive or negative EBITDA / FCF

### Structure

- Buyouts and recapitalizations
- Control equity investments

### Transaction Focus

Special Situations:

- Corporate divestitures and carve-outs
- Founder / family-owned businesses and MBOs
- Complex transactions requiring speed and certainty
- Platforms with strong M&A add-on potential
- Private equity legacy assets and industries in transition

### Industry Agnostic

Investment experience in multiple industries including:

- Diversified industrials (manufacturing, distribution, etc.)
- Business, industrial, and government services
- Healthcare and consumer products and services
- Building products, transportation & logistics, auto
- Mature technology, software, and IT services

## PORTFOLIO



*Transaction Type: Industry Roll-up*

*Industry: Healthcare Services*

- Emerald Textiles ("Emerald") provides outsourced healthcare linen services through a pick-up and delivery model in six facilities throughout the Western US
- In addition to the original transaction, Emerald has acquired and integrated three additional businesses: San Diego, CA (July 2018), Los Angeles, CA (December 2018), and St. George, UT (September 2019)



*Transaction Type: Corporate Carve-out*

*Industry: Healthcare Services*

- Sterile Processing Services of America ("SPSA") is a leading FDA-approved and certified provider of sterilization services to hospitals and surgery centers
- SPSA specializes in washing and sterilizing surgical instruments and providing environmentally friendly re-usable products to hospital systems under long-term contracts



*Transaction Type: Corporate Carve-out*

*Industry: Building Products*

- Cameron Ashley Building Products ("CA") is one of the largest specialty building product distributors in North America, primarily supplying roofing, insulation, gypsum and other materials
- CA has over 35 branch locations across the United States and delivers an array of innovative, market-focused products and services to more than 5,000 customers



*Transaction Type: Corporate Carve-out*

*Industry: Business Services*

- Headquartered in New York, Unitec Elevator is one of the largest independent companies in the elevator maintenance, modernization, and code compliance industry
- Unitec currently has over 170 service technicians, 2,600 elevators under maintenance contract, and 60 open modernization projects

**We are currently seeking add-on acquisitions in building products, healthcare laundry services, healthcare sterilization services, and elevator maintenance services**

### Leadership Team

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