



# AMZAK Capital Management

## Who is Amzak?

- ◆ Investment firm founded and led by operators
- ◆ **\$1+ billion** in equity
- ◆ **100%** family owned
- ◆ 15 employees
- ◆ Multi-strategy investment approach: private equity, healthcare venture capital, real estate and fixed income

- ◆ **10+ year** track record
- ◆ **\$300m+** equity invested in **20 deals**
- ◆ **7 successful exits** to private equity and strategic buyers

## Amzak Private Equity

## Investment Philosophy

- ◆ Flexible structure and time horizon
- ◆ Conservative leverage
- ◆ Operator first mentality with in-house resources
- ◆ Seek sellers with continued interest in their business

- ◆ Industrial
- ◆ Early education & related services
- ◆ In-home health
- ◆ Equipment rental
- ◆ Business services
- ◆ Specialty distribution and wholesale

## Sectors of Interest

## Private Equity Investment Criteria

- ◆ **\$5m-\$25m** EBITDA
- ◆ **+10%** EBITDA margins
- ◆ **Consistent** revenue growth
- ◆ Owner operated companies

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**Amzak** is the well established private investment vehicle of the Kazma family. The Kazmas initially created their wealth operating and selling cable companies in Canada, the U.S., and Latin America. Fifteen years ago, following a series of exits, Amzak transitioned from a family business primarily focused on the cable industry into a diversified investment manager. Our strategy is to invest in four areas: middle market private equity, fixed income, healthcare venture capital, and real estate.

Founded and managed by first generation entrepreneurs, Amzak’s private equity team approaches investing differently than most funds.







We follow three guiding principles: 1) We provide **flexible capital** and decide *with* management when to realize an investment opposed to being dictated by structure or return thresholds 2) We use **conservative amounts of leverage** and have a simplified investment decision process often allowing us to *move quickly and decisively* with our transactions and 3) We are **“hands on” partners** and *look to partner with strong operators* providing them with subject matter experts and a dedicated support team to help execute on growth strategies. In our experience, these fundamental principles, tend to be absent from many boardrooms led by institutional investors rather than former business owners. We believe this approach helps our management teams build their businesses the “right way” without being distracted with all the rigidities associated with structures, fees, holding periods, and excessive leverage that come with most institutional investors.

Over the past nine years, Amzak’s direct investment group has closed over 35 transactions and realized over 20 investments. It currently oversees an active portfolio of seven investments and actively seeking new investments that fit within our sectors of interest.

## Amzak Private Equity Snapshot

<b>Equity Checks:</b>	<b>Minority:</b> \$10 to \$20 million <b>Control:</b> \$10 to \$50 million
<b>Target EBITDA</b>	\$5 to \$25 million
<b>Type of Investments:</b>	Control equity, high growth equity, and selectively, minority equity
<b>Industries/Sectors of Interest</b>	Industrial, Early Education, In-home Health, Equipment Rental, and Specialty Finance
<b>Target Sellers</b>	Owner operators or non-institutional capital

## Select Portfolio Investments – Current

Company	Investment	Description
	Control	AOC Metal Works is a full-service engineering and manufacturing company of fabricated and stamped metal parts with two plants located in Lawrenceburg (TN).
	Control	StampTech is a full-service engineering and manufacturing company of stamped, fabricated, and laser cut parts with two plants located in Lynchburg (VA), and Richmond (VA). The Company is in process of being merged with AOC Metal Works.
	Control	Trace Staffing Solutions is a leading commercial staffing provider in the Southeastern United States that employs over 2,500 across more than 40 States. Trace focuses on five staffing segments: Manufacturing and Distribution, Office Professional, Healthcare, Legal and Hospitality.
	Minority	BTS is an independent owner and operator of broadcast telecommunications towers and other real estate in Peru, Ecuador, Mexico, Colombia, and Nicaragua. This company was founded by Amzak and the former management team of NMS (realized investment).
	Minority	Whitney Education is a rapidly growing network of universities serving students throughout Latin American. It owns or provides services to institutions in seven countries, including Argentina, Brazil, Chile, Colombia, Costa Rica, Panama, and Paraguay with combined enrollment of over 128,000 students.
	Minority	Core Power Yoga is the largest yoga studio owner and franchisor in the world with +120 studios in the U.S. CPY offers not only cutting-edge yoga classes, but lifestyle programming such as Teacher Training, Yogi Training, and Weight Management/Nutrition.







## Investment Professionals

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## Current Portfolio Investments Actively Pursuing Acquisitions

Company	Industry	Investment Criteria
 	Metal Stamping & Fabrication	<ul style="list-style-type: none"> <li>Interested capabilities: metal stamping, metal fabrication, machining, paint coating, water or laser cutting, or related value-add capabilities</li> <li>Greater than \$1.0m EBITDA</li> <li>Positive revenue growth</li> </ul> <ul style="list-style-type: none"> <li>Located in the Southeast and Mid-Atlantic US.</li> <li>Operations with high customer concentration will be considered</li> <li>CNC-lathing, structural steel, and roll-forming businesses are typically not considered</li> </ul>

## Select Portfolio Investments - Realized

Company	Investment	Description
	Control	Founded in 1988, Tricom was one of only two full service telecommunications providers in the Dominican Republic, offering over 800,000 customers' cable television, residential and corporate internet / data, as well as fixed and wireless telephony. Amzak Capital Management and Inversiones Bahía acquired Tricom out of Chapter 11 bankruptcy proceedings in April 2010 and embarked on a substantial capital investment program to upgrade and expand the existing network to state-of-the art triple play and 4G mobile capabilities. In 2014, Amzak and Bahia sold the majority of their holdings to the Altice Group. Tricom now forms part of Altice Dominican Republic, along with Orange Dominicana.
	Control	KPAQ Industries, LLC was founded in April 2010 by Amzak after acquiring the assets of a former coated publication paper mill located on 600 acres of land adjacent to the Mississippi north of Baton Rouge. Amzak and the management team repositioned the mill as a producer of enhanced lightweight, high strength Kraft linerboard, Kraft paper, and Kraft paper specialty products. In September 2015, KPAQ Industries was acquired by Hood Container Corporation.
	Control	Teletower Dominicana owned and operated a portfolio of over 190 wireless sites in the Dominican Republic and provided services to two of the three major operators in the country.
	Control	Amzak was the majority shareholder of the largest triple play (cable, internet, and local access) company in Central America, with operations in Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua. The group's network passed over 1 million homes with its "last mile" cable plant and had 3,000 kms of fiber backbone throughout the region to support both corporate and residential services. In 2006, Amzak partnered with a group of well-respected Central American family groups and investors and exited in 2008 via a 100% sale to Millicom International Cellular SA (MIC:SS).
	Minority	Networking Management Services is an independent owner and operator of broadcast telecommunications towers and other real estate in Colombia, Mexico and Nicaragua.
	Minority	CapitalSpring is a specialty lender focused on providing financing to operators of franchises. The firm has two operating divisions, a high-yield business, and a conventional low-yield lending and government-guaranteed lending businesses, which it operates under the NFA brand name.