KCM CAPITAL

Patient Capital for Founder-Owned Niche Market Leaders

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.

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; $3 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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Niche Market Leaders

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 some of our portfolio partners in greater detail.

Select Portfolio Partners

Filtration Solutions Group
INVESTMENT: JUNE 2025
www.filtrationsolutionsgroup.com
Provider of mission-critical filtration products, services and solutions to industrial and commercial customers.

StartKleen
INVESTMENT: MARCH 2025
www.startkleen.com
Provider of onsite sanitation services and food safety chemicals to USDA- and FDA-regulated food production companies.

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.

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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