

Overview

Osceola Capital is a Tampa, Florida based private equity firm that invests in lower middle market services companies. Our strategy is to partner with exceptional management teams and drive long-term value creation through a combination of strategic acquisitions, internal growth initiatives, and operational improvements. We offer a unique blend of operations and transaction experience to help support our management teams – principals of Osceola have led over 100 M&A transactions and served in C-suite positions of businesses they have founded, grown, and ultimately sold to private equity funds. Osceola also has demonstrated expertise in forming platforms through serial acquisition within fragmented industries, which creates unique opportunities for targets with less than \$5 million of EBITDA. Osceola was founded in 2014 and has over \$150 million in assets under management. Our current fund had a final close at its hard cap in June 2020 with total commitments of \$125 million.

Business and Industry Attributes

- Unique value proposition and sustainable competitive advantages
- Strong and experienced management teams
- Recurring revenue base with limited concentration
- Strong margins and high free cash flow generation
- Industry structures supportive of buy-and-build strategy

Platform Investment Financial Criteria

Revenue	EBITDA	EBITDA Margins	Transaction Types
\$5 - \$75 MM	\$2 - \$10 MM	10% +	Majority Equity

Investment Sourcing and Business Development Contacts

Our team of investment professionals, with decades of both private equity and C-suite operations experience, is actively looking for new opportunities to invest in lower middle market companies with significant growth potential

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Where We Invest



BUSINESS SERVICES



FACILITY & INDUSTRIAL SERVICES



HEALTHCARE SERVICES



TECH-ENABLED SERVICES

Current Portfolio

COMPANY	INDUSTRY	BUSINESS DESCRIPTION	DATE
 <p>INDUSTRY SERVICES CO. INC. Since 1964</p>		<p>Industry Services Co. provides industrial maintenance services, including refractory maintenance, mechanical services, and field tank services. Osceola has completed 2 acquisitions within the ISC platform.</p> <p>www.industrysci.com www.guynielson.com</p>	2020
 <p>Central Medical Supply Group</p>		<p>Central Medical provides outsourced equipment management solutions to hospice agencies and facilities.</p> <p>www.centralhc.com</p>	2020
		<p>Healthcents provides payor contracting, credentialing, RCM, and consulting services to physician offices, medical groups, hospitals, ASCs, health systems, and DME providers nationwide.</p> <p>www.healthcents.com</p>	2019
		<p>Top Gun Facility Services is a leading provider of pressure washing, window washing, and exterior facilities services to commercial and municipality clients. Osceola has completed 2 acquisitions with the Top Gun platform.</p> <p>www.topgunfacilitieservices.com www.bobpopppbuildingservices.com</p>	2019
		<p>360Quote is a digital customer acquisition marketing business that procures leads through its portfolio of high-traffic web domains, serving the auto, home, life and health insurance and legal markets. Osceola has completed 20 acquisitions within the 360Quote platform.</p> <p>www.360quotellc.com</p>	2018
		<p>Talent Group provides contracted staffing services concentrating on the deployment of highly-skilled, in-demand Information Technology ("IT") professionals. Osceola has completed 2 acquisitions within the Talent Group platform.</p> <p>www.gottalent.com</p>	2018
		<p>Avison Sales Group provides outsourced sales and marketing services to janitorial and foodservice disposable manufacturers. Osceola has completed 5 acquisitions within the Avison Sales Group platform.</p> <p>www.avisionsales.com</p>	2017
		<p>O'Cloud is a leading provider of cloud-based web hosting services, including shared, VPS and dedicated hosting services. Osceola has completed 7 acquisitions within the O'Cloud platform.</p> <p>www.dedicatednow.com www.mochahost.com www.webhostingbuzz.com www.coolhandle.com</p>	2017
		<p>CMS is a supplier of customer-engineered printing systems, moisturizers, laminators, slitters, roll coaters, and a variety of material handling equipment and systems for the converting industry.</p> <p>www.cmsindtech.com</p>	2016