



OSCEOLA[®]

CAPITAL MANAGEMENT

Osceola Capital Management is a Tampa-based, lower mid-market private equity firm focused on acquiring high-quality, sub-scale services businesses and transforming them into cohesive, fully-integrated, institutional-caliber platforms. We offer a unique blend of operations and transaction experience to help support our management teams – principals of Osceola have served in C-suite positions of businesses they have founded, grown, and ultimately sold to private equity funds. Since inception, Osceola has completed 12 platform investments and over 95 add-on acquisitions.

Investment Criteria

\$5 – 75M

Revenue

\$2 – 10M

EBITDA

Osceola Statistics

12

Platforms

95+

Add-Ons
Closed



PROFESSIONAL SERVICES



FACILITY SERVICES



OUTSOURCED HEALTHCARE SERVICES



RESIDENTIAL SERVICES

Business Characteristics

- ✓ EBITDA: \$2M to \$10M
- ✓ Margins: 10%+ with high free cash flow
- ✓ Leader in local market
- ✓ Recurring revenue
- ✓ Limited customer or supplier concentration
- ✓ Control position

Management Team

- ✓ Meaningful rollover
- ✓ Passion for excellence in customer service
- ✓ Long-term strategic vision
- ✓ Aligned with employees
- ✓ Open to growth and change

Sector Focus

- ✓ Value-add B2B services
- ✓ Significant fragmentation
- ✓ Demonstrable scale benefits
- ✓ Recession resilience
- ✓ Industry structures supportive of buy-and-build strategy

Platform Strategies



Deal Opportunities & Portfolio Inquiries:

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	Business Description	Investment Criteria
 Sep 2024 HQ: Cincinnati, OH	Valor Exterior Partners is a leading provider of roofing and other exterior home services platform, primarily serving residential customers in the Northeastern United States	<ul style="list-style-type: none"> • 2 Closed • Limited insurance / storm driven work • Northwest, Mid-Atlantic, and Eastern-Midwest regions
 Mar 2024 HQ: Mansfield, MA	Trauma Services is the trusted provider of full-service biohazard cleanup and remediation services across the Northeast and Mid-Atlantic	<ul style="list-style-type: none"> • 1 Closed • Biohazard cleanup and remediation services • Along the East Coast
 Feb 2023 HQ: Houston, TX	Sightline Services is a signage and exterior facility services provider for customers with top brands in the quick service restaurant, convenience store, gas station, industrial, and commercial industries	<ul style="list-style-type: none"> • 2 Closed • Commercial signage installation and maintenance
 Jan 2023 HQ: Tampa, FL	Flotilla Partners is a provider of world-class repair, replacement, maintenance, and testing services to residential and commercial water treatment systems	<ul style="list-style-type: none"> • 8 Closed • Core service offering enhancement (maintenance, repair, testing, installation)
 REVELATION PHARMA Jan 2021 HQ: Atlanta, GA	Revelation Pharma is a premier provider of specialty pharmacy compounding services offering customized compounded pharmaceuticals to physician offices and veterinary clinics across the US	<ul style="list-style-type: none"> • 23 Closed • 503A or 503B pharmacy compounding • Human and veterinary pharmacy compounding
 Aug 2020 HQ: Mobile, AL	Industry Services Co. ("ISC") is a key provider of industrial maintenance services, including refractory maintenance, mechanical, and field tank services	<ul style="list-style-type: none"> • 6 Closed • Refractory and industrial maintenance • Mechanical and plant maintenance • Industrial turnaround/shutdown
 Jun 2020 HQ: Flanders, NJ	Central Medical Supply Group ("CMSG") is a leading provider of outsourced equipment management solutions to hospice agencies and facilities	<ul style="list-style-type: none"> • 6 closed • Hospice DME management • Respiratory, wound care, and home health supply distribution
 Dec 2019 HQ: Austin, TX	PayrHealth provides a best-in-class Payor Relationship Management solution, dedicated to improving the fiscal health and easing the administrative burden of healthcare organizations across the nation	<ul style="list-style-type: none"> • 4 Closed • Payor contracting • Healthcare revenue cycle management
 Aug 2019 HQ: Denver, CO	Tendit Group is a prominent provider of exterior facility services in the Mountain West, including pressure washing, asphalt maintenance, landscaping, pavement striping & marking, window cleaning, snow removal, and power sweeping	<ul style="list-style-type: none"> • 11 Closed • Exterior facilities services • Mountain West region
 Dec 2018 HQ: Tampa, FL	Quote.com is a tech-enabled performance marketing and customer acquisition company that delivers customers to clients, primarily in insurance categories such as auto, home, life, and health	<ul style="list-style-type: none"> • 27 Closed • Organic or paid search lead generation • End markets including auto, home, life, and health insurance; legal services
 Jul 2018 HQ: Houston, TX	Talent Groups is a leading provider of IT staffing and human capital management services	<ul style="list-style-type: none"> • 5 Closed • Temporary IT staffing • Temporary staffing for life sciences, finance, accounting, and administrative
 Jun 2017 HQ: Chicago, IL	Forward Solutions is a national provider of outsourced sales and marketing services to JanSan, safety, disposables, packaging, utility, electrical, and foodservice equipment and supply manufacturers	<ul style="list-style-type: none"> • 28 Closed • Manufacturers' rep agencies • Outsourced sales and marketing services