



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 launching our first institutional fund, Osceola has completed 12 platform investments and over 95 add-on acquisitions.

Investment Criteria

\$5 – 75M

Revenue

\$2 – 10M

EBITDA

Fund 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

Target Sector Profile

- ✓ 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:

BEN MOE
Managing Partner
bmoe@osceola.com
813.492.5630

PATRICK WATKINS
Partner
pwatkins@osceola.com
813.492.5633

MILES BAKKER
Vice President
mbakker@osceola.com
813.492.5632

KURT SCHWAB
Vice President
kschwab@osceola.com
813.492.5635

General Fund & IR Inquiries:

WILL NEWBRANDER
Partner & CFO
wnewbrander@osceola.com
813.492.5634

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4030 W. Boy Scout Blvd, Suite 915 Tampa, FL 33607 | Osceola.com

	Business Description	Add-On Criteria
 Jul 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"> • 1 Closed • Little-to-no insurance work • Limited 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"> • 1 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)
 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"> • 22 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"> • 4 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"> • 27 Closed • Manufacturers' rep agencies • Outsourced sales and marketing services