

OVERVIEW

- **Palingenix Equity** is a Miami-based **specialty, lower middle market** private equity firm.
- We partner with families, founders, and management teams to invest in select **Business Services** and **Industrials** segments – with a **thematic focus** on experiences, marketing services, transportation & logistics, and essential spend categories.
- Palingenix pursues **high-quality** businesses at an **inflection point** in their lifecycle – where the right capital solution and strategic plan can **reduce complexity** and **unlock the next phase of growth**. We support investments with capital, business development, corporate strategy, operating expertise, and industry relationships – helping drive **significant value creation**.

SPECIALTY FOCUS

Our **thematic investment approach** targets niche, fragmented **Business Services** and **Industrials** segments ripe for consolidation and benefiting from long-term growth tailwinds and attractive unit economics.



Entertainment & Lifestyle Experiences

Companies at forefront of out-of-home experiential economy, creating immersive, differentiated recreational, leisure, or lifestyle offerings that drive repeat engagement.



Targeted & High-Impact Marketing

Solutions involving digital advertising, large-format graphics, local media, or immersive experiences that utilize data, creative execution, and measurable ROI to help brands reach right audiences.



Critical & Urgent Logistics

Operators providing mission-critical, time-sensitive transport and supply chain solutions where speed, reliability, and operational excellence are vital.



Essential Goods & Services

Providers of fundamental products and services that underpin everyday life, serving stable, recurring demand across economic cycles.

INVESTMENT CRITERIA

Key Characteristics

- Non-institutionally owned businesses with:**
- ✓ Strong, capable management continuing in day-to-day roles
 - ✓ Niche leadership and strong competitive positioning
 - ✓ Large serviceable addressable market
 - ✓ Differentiated product or service offering
 - ✓ Diversified base of recurring revenues
 - ✓ Growth levers via customers/products/markets/geographies/M&A, etc.
 - ✓ Opportunity to gain share and outpace growth of sector
 - ✓ Ability to benefit from cost takeout and digital transformation
 - ✓ Attractive free cash flow and/or return-on-investment characteristics
 - ✓ Owners seeking liquidity with right capital provider to accelerate growth

Geography and Size

- ✓ Based in North America
- ✓ \$10M to \$100M of Revenue*
- ✓ \$2M to \$20M of EBITDA*
- ✓ No minimum size for add-on acquisitions

*Larger for familiar assets



Transaction Types

Control equity investments including:

- ✓ Owner/Operator Recapitalizations
- ✓ Management Buyouts
- ✓ Corporate Carve-Outs
- ✓ Buy-and-Builds
- ✓ Add-On's

LEADERSHIP



Ryan Kaplan
Founder & CEO

Prior Experience

- H.I.G. Capital (**12 YEARS**)
- Quad-C Management (**9 YEARS**)
- Credit Suisse (**2 YEARS**)

Education

University of Chicago, Booth School of Business
MBA (2009)
University of Michigan, Ross School of Business
BBA (2002)