

Balmoral Funds

Experienced. Contrarian. Creative.

Balmoral Funds is a private equity firm focused on partnering with talented and committed management teams to invest in and revitalize companies. Based in Los Angeles, Balmoral is investing committed capital from our second fund which we raised in 2012.

Investment Profile

Enterprise values up to \$150 million

Flexible Investment Structures:

- Control or shared control
- Preferred or common equity, DIP loans, sub debt

Targeted Industries

Industrial / Metals (forging, casting and components)

Consumer

Restaurants

Paper and Packaging

Manufacturing and Industrial

Distribution and Supply Chain

Technology / IT Services / Telecommunications

Business Services

Why Balmoral

Experience in navigating complex, challenging situations

- Corporate divestitures and carve-outs
- Restructurings / rescue financing
- Challenged operations in need of impactful change

Depth in operations and industry

Thoughtful partners for management teams

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Visit our website at: www.balmoralfunds.com

Jonathan Victor

Sr. Managing Director

Skip Victor

Managing Director

Robin Nourmand

Managing Director

Travis Haynes

Managing Director

David Shainberg

Vice President

Luke Mau

Chief Financial Officer

Advisors:

Todd Mavis (current exec)

General Operations

Anand Gala

Restaurants

Kevin Handerhan

Metals and Manufacturing

George Thomas

Metals and Manufacturing

Tim Needham

Paper, Tissue & Packaging

Mark Allen

Manufacturing

Tom Evans

Automotive









Andrea Weiss

Retail and Apparel

Bill Pearson

Telecommunications

BalmoralFunds

Company	Sector / Acq. Date	Company Description	Contributions and Initiatives
	Fast-Casual Franchisor ----- April 2017	Franchisor of the #4 U.S. brand of "better burger" fast-casual restaurants. With 92 franchised units and 3 owned units, they have a presence in 20 U.S. states & 10 countries.	<ul style="list-style-type: none"> • Partnered with experienced restaurant operator to create a holding company of restaurant franchisors • Grow franchise pipeline and average unit volume
	Supply Chain Procurement ----- March 2017	Provides global outsourced procurement and supply-chain services to Fortune 500 customers seeking to improve service levels, total landed cost, quality and efficiency.	<ul style="list-style-type: none"> • Partnered with experienced management team • Carve-out and establish standalone systems / processes • Focused effort to diversify • Arranged attractive and inexpensive financing
	Consumer Gift Products ----- Nov. 2015	Manufactures and sells consumer gift products, including figurines, plush stuffed animals, villages, ornaments and mugs -- with operations in N.A., Europe, and Asia.	<ul style="list-style-type: none"> • Installed new CEO • Optimizing organization & infrastructure • Redefining channel and product strategy • Reinvesting in brand
	Aerospace Trading ----- Nov. 2015	Purchases, repairs, tearsdown, leases and sells commercial aircraft engines, airframes and their associated parts.	<ul style="list-style-type: none"> • Long-established relationship w/ proven operating team • Negotiated attractive risk-adjusted IRRs (≥30%) • Professionalizing the organization
	Asset Management / Logistics ----- Aug. 2013	Largest provider of plastic pallets in the U.S. featuring lightweight, 100% recyclable plastic pallets with embedded radio frequency identification (RFID) technology.	<ul style="list-style-type: none"> • Cleaned up through BK (363) acquisition • Installed new management • Lowered pallet attrition • Improved KPIs and IRRs on fleet investments
	Contract Electronics Manufacturing ----- Oct. 2012	Provider of electronic contract manufacturing services, including enclosure fabrication, cable assembly and complete box build.	<ul style="list-style-type: none"> • Re-invested in equipment and facilities • Professionalized management
	Construction Svcs/ Transportation ----- Sept. 2011	Largest full-service hauler and broker of dirt in Southern and Central California.	<ul style="list-style-type: none"> • Strengthened management team • Enhanced focus on lean organization • Supported profitable growth (EBITDA > purchase price)
	Manufacturing (boats) ----- Dec. 2009	Leading maker of pontoon boats, primarily serving North America.	<ul style="list-style-type: none"> • Partnered with founder and management team • Refreshed model line-ups • Add-on acquisition in Q4 2015

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