



Kainos Highlights

Assets Under Mgmt.	~\$2 billion
Invested Equity	\$3 billion +
Total TEV	\$11.5 billion +
Target EBITDA	\$10 - \$60 million

Types of Investments

- Corporate Divestitures
- Family-Owned Businesses
- Growth Capital
- Capital Constrained Businesses
- Partnering with Management

Kainos employs a Change Capital investment strategy as a control-oriented investor with an operational focus and hands-on approach. The Firm targets investments in the following categories of the food and consumer sector:

- Food & Beverage
- Ingredients
- CPG Marketing & Distribution
- Pet Food & Products
- Household Products
- Beauty & Personal Care
- OTC & Consumer Healthcare
- Juvenile Products

CURRENT PORTFOLIO COMPANIES



JTM Foods is a manufacturer of branded, private label and third-party handheld snack pies with a sustainable low-cost advantage as a result of producing over half the pies consumed in the U.S.

Initial Investment Date:
Sept 2014



Kettle Cuisine is a manufacturer of fresh prepared clean label soups, sauces, demiglace, sous vide entrees and side dishes serving the retail and foodservice channels that benefits from growing demand for freshly prepared, clean label, and convenient products.

Initial Investment Date:
Jan 2018



Headquartered in Oxnard, CA, Olde Thompson is a low-cost manufacturer of private label and branded dry spices and seasonings in a growing category with an opportunity to expand and diversify its customer base as well as serve as an attractive platform to make acquisitions.

Initial Investment Date:
May 2018



good2grow is a provider of organic ready-to-drink juice, fortified water and milk sold in bottles with 3-dimensional toppers featuring licensed characters, satisfying the needs of kids who enjoy the toppers, parents who enjoy the nutritional benefits, and retailers who benefit from the high velocity and high gross profit dollars relative to other beverages they sell.

Initial Investment Date:
Nov 2018



BeautyBio is a premium skincare product and device brand selling clinically proven skincare solutions, clean label topicals and a portfolio of high-tech devices in the TV, premium & specialty retail and digital channels.

Initial Investment Date:
Feb 2019



Whisps is a manufacturer of branded better-for-you cheese snacks meeting consumer demand for clean label, high protein, low carbohydrate and gluten free snacks, selling primarily into the club, mass and grocery channels as well as e-commerce retailers.

Initial Investment Date:
Apr 2019



Nutrisystem is a direct-to-consumer nutrition and weight management brand providing a balanced and clinically proven approach to weight loss. Nutrisystem offers monthly meal plans with 150+ food options, including frozen and single-serve entrées, snacks, and shakes, with significant opportunity for marketing optimization.

Initial Investment Date:
Dec 2020

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RECENTLY EXITED COMPANIES



Fempro is a manufacturer of branded and private label feminine care products that benefited from a growing trend among consumers for high quality value products in personal care.

Initial Investment Date: Aug 2014
Exit Date: Aug 2015



InterHealth Nutraceuticals is a provider of branded specialty ingredients to the nutraceutical supplement, functional food, pet health and skin care industries.

Initial Investment Date: Nov 2013
Exit Date: Sept 2016



Trilliant Food & Nutrition is a manufacturer of single serve coffee in a large and attractive high-growth category with a differentiated go-to-market strategy serving alternative retail formats and providing rapid new product innovation.

Initial Investment Date: Jul 2015
Exit Date: Sept 2017



Product Quest is a value-added contract and private label manufacturer of OTC and Rx topical liquids, creams, gels and sprays that benefited from rapidly growing demand for preventative and self/home healthcare treatments and products.

Initial Investment Date: Sept 2015
Exit Date: Sept 2017



Florida Foods is a manufacturer of clean-label, vegetable-based functional ingredients, primarily used by clean label packaged meat producers as natural curing agents, that benefits from the continued demand for clean label formulations from food companies.

Initial Investment Date: Oct 2016
Exit Date: Sept 2018



SlimFast is an iconic weight management and meal replacement brand whose products include RTD shakes, powders, bars and snacks. Healthy Delights is a branded nutritional supplement business.

Initial Investment Date: June 2014
Exit Date: Nov 2018



Headquartered in Houston, Texas, Country Fresh is a provider of fresh-cut fruits and vegetables, snacking products, and home meal solutions that benefited from growing demand for fresh, healthy and convenient products.

Initial Investment Date: May 2017
Exit Date: Feb 2019



Ferraro Foods is an Italian specialty distributor serving ~6,000 independent restaurants primarily along the East Coast, with an advantage over smaller competitors due to breadth of product offering, direct vendor relationships and the ability to offer private label programs.

Initial Investment Date: May 2018
Exit Date: April 2021



Advanced Refreshment is a private label manufacturer of bottled water products and cold fill value-added beverages such as teas and flavored waters.

Initial Investment Date: Dec 2007
Exit Date: Jan 2014



Earthbound Farm is a pioneer in the organic food industry and the market leader in the organic packaged salad category. The Earthbound Farm brand name is the largest non-dairy organic brand in the U.S.

Initial Investment Date: May 2009
Exit Date: Jan 2014



Milk Specialties provides innovative whey-based products for the sport nutrition and healthy lifestyle industries. Also, the Company's Animal Nutrition segment is a leading supplier of functional fats, proteins and carbohydrates for livestock producers worldwide.

Initial Investment Date: Dec 2011
Exit Date: Aug 2016