

## Empowering capital and insights for growth, transformation and value creation

JSTAR Holdings is a leading private investment firm. For more than two decades it has partnered with founders and leadership teams to uncover and execute on transformative opportunities to drive growth, market leadership, equity value and benefits for all company stakeholders. JSTAR brings seasoned strategic, operating, and investment experience to every opportunity; and has a track record of generating strong investment returns. JSTAR is an ideal mix of best of class institutional capabilities combined with an innovative, entrepreneurial and solutions-oriented approach.

20+ Year Track Record Over \$500m Invested Innovative With
Investment Wisdom

## **INVESTMENT FOCUS**

Revenue: \$10m to \$350m; \$2m for strategic add-ons

EBITDA: No minimum at time of purchase; ability to grow EBITDA margins to

15% or greater within first three years of investment

Hold Period: Flexible time horizon

Geography: Headquartered in North America

Situations: Buyout, growth, succession/family wealth transfer, public to private,

carve-outs, and distressed including bankruptcy

Strategies: Good to great, buy and build, scale for fast organic growth,

creating sustainable long-term value, turnaround

JSTAR customizes its capital and investment structure to each unique opportunity.

## **VALUE-ADD**

JSTAR champions strategically nurturing and investing in talent, products, services, customers, innovation, technology and processes.

We symbiotically collaborate with portfolio company leadership teams to evolve and significantly increase the value of the business (3x revenue growth; 10% of ebitda margin growth), often driven by some of the following key levers:

Strategy and key initiative optimization and prioritization

Organization structure, alignment, and incentives

Best KPI dashboards for all levels and functions of organization

Talent recruitment, training, mentoring and retention

Customer, channel and supplier pricing and incentives

Sales infrastructure and automated, smart digital marketing

New business growth models; product, service and support innovation

Manufacturing, service, distribution optimization and automation E-commerce and logistics; digital easy pay and loyalty programs

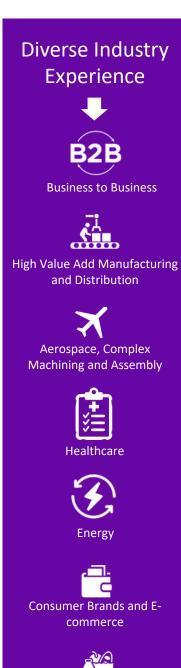
Integrated text, web, mobile, phone, in-person CRM

Optimal tech stack and AI integration

Lean, optimized finance and administrative processes

## TRUSTED PARTNER

JSTAR has delivered strong investment returns while being a valued and trusted partner to founders, executive teams, debt providers, investment banks, and intermediaries.



Wellness, Food and Restaurant

FinTech and Credit