

ABOUT US

KCB, founded in 1986, is a long-term, control investor with a focus on growing small to medium-sized businesses. KCB's long-term investment perspective and investment of significant personal capital by its principals differentiate us from traditional private equity firms. We offer sellers significant liquidity today while providing long-term continuity to their businesses. Our philosophy allows KCB to build strong relationships with management and nurture solid, growing portfolio companies without the pressures of a short exit timeframe.

Investment Criteria

- \$1 to \$6 million of EBITDA with EBITDA margins of greater than 10%
- \$10 to \$60 million in revenue
- Strong management willing to stay with the business and retain an equity stake
- Significant, identifiable organic and/or acquisition growth potential
- Highly differentiated business model, products and/or services
- Strong market position with identifiable barriers to entry
- Limited customer concentration
- Control position (economic or voting) with substantial participation by management
- Public and private companies as well as divisional divestitures will be considered
- Turnaround, bankrupt and distressed situations will not be considered

Industry Focus

- Consumer products and services
- Business services/outsourcing (including technology and software tools)
- Healthcare services and products
- Education and training services (for-profit) and products
- Manufacturing
- Distribution
- E-commerce (retail/services)

Geographic Orientation

We will consider opportunities throughout the United States and Canada.

Investment Professionals

HARVEY G. KNELL Harvey is the Founder and President of KCB and has over 40 years of experience as an operator, entrepreneur and investor. Harvey served as the President & CEO of Grace Home Centers West, which operated 90 home improvement centers in the western United States and was President & CEO of Ole's Home Centers, Inc., which was the sixteenth largest home improvement center chain in the United States when it was sold to W.R. Grace. Harvey was also the founding CEO and Chairman of Stør and has served (or serves) on the board of several companies and charitable organizations. In addition to his involvement with KCB Private Equity, Harvey also manages a portfolio with over \$1 billion in assets for an affiliate, KCB Real Estate. Harvey earned a Masters of Business Administration from Columbia University.

LORIN KNELL Lorin sits on the investment committee at KCB Private Equity with a primary focus on acquiring and supporting KCB's portfolio companies. Lorin has over 20 years of experience including 10 years of experience directly managing retail operations for national as well as growing chains. Lorin serves as a member of the Board of Directors of KCB's portfolio companies. Currently, Lorin serves as the Treasurer of Sequoyah School's Board of Directors. Lorin earned a BA in Mathematics and Economics from Colby College and an MBA from the University of Virginia's Darden Graduate School of Business Administration.

BOB BLAIR Bob sits on the investment committee at KCB Private Equity with a primary focus on acquiring and supporting KCB's portfolio companies. Bob has over 20 years of experience in private equity and consulting. Bob has significant experience working with small and middle-market companies through his experience at KCB Private Equity as well as working with Dubin Clark, a leveraged buyout firm, and with Arthur Andersen. Bob serves as a member of the Board of Directors of KCB's portfolio companies. Bob graduated from the University of Delaware with a BS in Accounting with high honors and earned an MBA from the University of Virginia's Darden Graduate School of Business Administration, where he received the Faculty Award for Academic Excellence. Bob is also a CPA.

PETER KNELL Peter manages the portfolio of KCB Real Estate, an affiliate, which includes retail shopping centers, apartment buildings, hotels and resorts and healthcare facilities across the United States. Peter has led the acquisition of over \$1 billion of real estate assets. Peter sits on the investment committee of KCB Private Equity and serves on the boards of several portfolio companies and charitable organizations. Peter earned a BA, with highest honors, from Princeton University, a Master's of Music degree from The Juilliard School and a Doctorate in Music Composition from the University of Texas. He was also the recipient of a Fulbright Fellowship.

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Founded in 1986, KCB is a family-backed firm with a proven track record of partnering with management teams and supplementing management's skills with KCB's operating expertise and capital to generate long-term success.

Investments



Kadel's Auto Body (Portland, OR) www.kadels.com (Exited)
The sixth-largest independent auto body collision repair provider in the United States and the largest in the Pacific Northwest.



SIS (Sierra Vista, AZ) www.isishq.com (Exited)
Provider of information technology, training, intelligence and security services to federal agencies and corporations.



Thrift Books (Seattle, WA) www.thriftbooks.com
E-commerce retailer of used books with over seven million books in 10 warehouses throughout the United States.



Uncle Milton (Agoura Hills, CA) www.unclemilton.com
Award-winning creator, developer, and marketer of science and nature-based toys and innovative room décor. Product lines include: Ant Farm®, In My Room™, Star Wars™ Science, Disney™ and Marvel™ Science, which are sold through retailers nationally and internationally.

History of Investing in Diverse Niches

Our professionals have significant previous experience with such companies as W.R. Grace, Ole's Home Centers, STØR, PetSmart, and Dubin Clark. Since 1986, KCB's principals have invested in the following industries:

- Architectural and remodeling services
- Auto body collision services
- Branded food products
- Business outsourcing
- Business services
- Community newspapers
- Consumer products
- Direct to consumer marketing
- Electronic commerce
- Government services
- Luxury cosmetics retailing and services
- Retailing—big box, furniture, pet supplies, soft goods, etc.
- Skilled nursing facilities operations
- Specialty trailers
- Toys

“KCB and their value-added board member have been a great partner and a trusted resource. Their expertise, experience, and investment allowed us to thoughtfully expand operations and invest in personnel in a way that grew our top-line and bottom-line.”

Mike Ward, President of Thrift Books

“We looked long and hard to find the right partner with financial and business expertise and a long history of operational success. With KCB you get the complete package and we are thrilled to have them as partners!”

Toby Wiltse, Former CEO/Owner of Kadel's Auto Body

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