

## Firm Overview

Queens Court is a private investment firm with a track record of success in building championship-winning companies across multiple proprietary platforms.

Queens Court is an “operator-first” investment firm, and we have built companies and organizations at the founder level with entrepreneurial DNA in our heritage.

The Queens Court team specializes in providing creative capital solutions to complex special situations. We specialize in time-of-essence transactions where speed and certainty of close are paramount.

We provide capital, financial expertise, and deep operating experience to middle-market companies so that they can maximize their potential and become category-leading winners.

## Why Queens Court?

- ✓ **Solutions Oriented:** Creative approach and situational focus with a differentiated method
- ✓ **Complexity:** Significant experience in complex transactions including distressed for control, operational turnarounds, and “buy-and-build”
- ✓ **Operator Experience:** Hands on Operator with active value creation playbooks
- ✓ **Excellence:** Accomplished track record of success with numerous successful exits
- ✓ **Expertise:** Robust operating network to build or assist strong teams and deploy time tested value creation strategies for exceptional results
- ✓ **Partnership Minded:** value-added-partnership focus with founders, management, employees.

## Target Industries



Business Services



Consumer Products & Services



Industrial Services



Healthcare Services / Health & Wellness



Specialty Manufacturing



Software and IT / Tech Enabled Services



Value Added Distribution



Environmental Services

## Transaction Types

- Control Equity Investments / Buy-And-Build
- Restructurings / Distressed (In / Out-of-Court)
- Corporate Carve-outs & Divestitures
- Family or Founder-owned Businesses
- Recapitalizations and Turnarounds
- Stalking Horse Solutions
- Complex Transactions / Take Privates
- Time of Essence and Solutions Based Capital

## Investment Criteria

- North American Headquarters
- EBITDA Negative to \$50MM
- Revenues \$10MM to \$250MM
- Growing or Underserved Market
- Identified Value Creation Plan
- Clear pathway to scalability
- \$10MM-\$100MM check-size

## Contact Us

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Representative Current / Prior Platforms:



**Pet Resort Hosp. Group (PRHG)**

March 2023 | *Buy-And-Build*

JV with Trivest Partners to build a national multi-unit pet boarding, daycare and hospitality platform.

Active

*Consumer Services*



Advanced Psych Solutions

**APS Innovations**

Sept. 2022 | *Special Situation*

Multi-unit outpatient mental health clinic with focus on novel therapies (ketamine, sprevato, TMS) for refractory depression.

Active

*Healthcare Services*



**POW Interactive Holdings**

Dec. 2021 | *Special Situation*

Management recapitalization in a collectible card game publisher with significant growth initiatives to consolidate the industry.

Active

*Consumer Products and Media*



**HairCuttery Family of Brands**

April 2020 | *Distressed-for-Control*

4<sup>th</sup> largest hair salon chain in the United States employing 5000+ salon professionals across 500+ locations. Restructured business through Chapter 11 process.

Active

*Consumer Services*



**Concertiv**

March 2019 | *Special Situation*

Management recapitalization of a tech-enabled services business / decision support platform that provides data analytics, group purchasing to middle market.

Partial Exit

*Business Services*



**VCG Holdings**

June 2018 | *Buy-And-Build*

Chain of veterinary clinics in two metro markets. Scaled from an initial 3 locations to 14 locations over 3 years and led sale process resulting in successful sale to NVA.

Full Exit

*Healthcare Services*



**The Plastics Group**

May 2018 | *Distressed-for-Control*

Specialty plastics manufacturer used in fuel management solutions. Led an out-of-court restructuring through a complex Article 9 transaction.

Partial Exit

*Specialty Manufacturing*



**Convene**

October 2009 | *Special Situation*

Convene is a premium hospitality company that designs and operates meeting, event, flexible office, and membership spaces with a network of 38 locations across the U.S. and UK.

Partial Exit

*Business Services*