



## Investment criteria

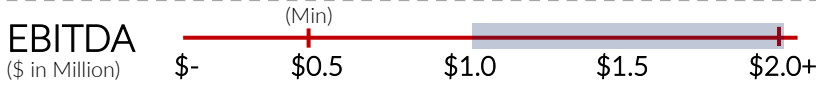
Targeting buyouts or majority recaps across United States

### Financial criteria

■ Target range



- High quality revenue (>60% recurring / reoccurring)



- Historical profitability
- Min 15% EBITDA%

### Sector Preferences: Sample Business Models



**Technology:** Vertical software, Tech-enabled services



**B2B Services:** Business process outsourcing, Staffing



**Healthcare:** Outsourced services, Behavioral, IT



**Financial Services:** Extended warranty: Insurance services



**Education:** Specialist services, Digital learning & training

## About Kingsway

Kingsway is a publicly-traded holding company (NYSE: KFS) headquartered in Chicago, IL. We have deep experience investing in and operating high margin, asset light businesses. The Kingsway Search Xcelerator platform invests in talented entrepreneurs who source, acquire, and manage their own businesses within Kingsway's holding company structure – leveraging a unique tax-advantaged, permanent capital base committed to developing world-class talent and results.

At Kingsway, we wholly believe that the success of a business begins with strong focus on its people and a set of shared values. We provide human and financial capital to execute transitions and scale through change while preserving legacies of the companies we acquire.

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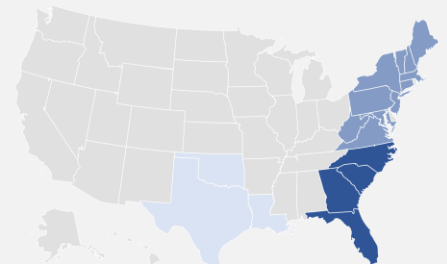
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## Representative investments

We remain agnostic with respect to geography or sector, focusing our investments on recurring revenue, asset-light businesses.

Kingsway acquired




October 2021  
For  
**\$11M**  
Status: Operating

Kingsway acquired



November 2022  
For  
**\$8.5M**  
Status: Operating

Kingsway acquired



November 2022  
For  
**\$10.9M**  
Status: Operating



PWSC sells new home warranty products and provides administration services to homebuilders and homeowners across the United States. PWSC distributes its products and services utilizing an in-house sales team as well as insurance brokers and insurance carriers throughout all states except Alaska and Louisiana.

**Exited:** 2022

[www.pwsc.com](http://www.pwsc.com)



CSuite Financial Partners is a national, financial executive services firm providing financial management leadership to companies in every industry, regardless of size, throughout the United States.

[www.csuitefinancialpartners.com](http://www.csuitefinancialpartners.com)



Secure Nursing Services employs highly skilled and professional per diem and travel Registered Nurses, Licensed Vocational Nurses, Certified Nurse Assistants and Allied Healthcare Professionals with multiple years of acute care hospital experience.

[www.securenursing.com](http://www.securenursing.com)



Ravix Group provides outsourced finance, technical and operational accounting, and HR consulting services to venture-backed businesses for short- or long-term engagements.

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