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Kevin Byers
Vice President

PROFESSIONAL SUMMARY

Mr. Byers is a Vice President at Areté Capital Partners with over twelve years of experience in private equity investing, turnaround & restructuring, performance improvement, and corporate finance across a variety of industries including aerospace & defense, agriculture, business services, energy, financial services, infrastructure, and transportation & logistics.

Kevin is responsible for driving all aspects of strategic business plan development, evaluation and execution; management reporting, financial modeling and FP&A oversight; and cash, liquidity and working capital assessments, including the construction of detailed cash flow forecasts, implementation of liquidity enhancement efforts and treasury oversight.

Prior to joining Areté Capital Partners, Kevin was a member of the investment team at Equity Group Investments responsible for evaluating new investment opportunities and driving value creation at existing portfolio companies. He has a strong track record of success across two platform acquisitions and three add-on acquisitions with \$675MM of transaction value.

Prior to Equity Group Investments, Kevin was a Senior Associate at Alvarez & Marsal providing financial and operational advice to distressed clients, both in Chapter 11 proceedings and out-of-court restructurings, including the evaluation of financial and operational restructuring strategies; development of business plans and financial projections; identification of cost reduction and revenue growth initiatives; implementation of cash flow forecasting and cash preservation programs; and the assessment of debt capacity and recapitalization alternatives.

Prior to Alvarez & Marsal, Kevin was an Associate at DSI Consulting, a boutique restructuring firm based in Chicago. He was also a Corporate Finance Analyst at Gallagher, the third largest commercial insurance broker globally.

Kevin has a Bachelor of Accounting degree from Illinois State University. He is also a Certified Insolvency and Restructuring Advisor (CIRA). When he is not working, Kevin enjoys spending time with his wife and three children.



PROFESSIONAL BIOGRAPHY

CAREER EXPERIENCE

ARETÉ CAPITAL PARTNERS	Chicago, IL
VICE PRESIDENT	4/25 – Current
EQUITY GROUP INVESTMENTS	Chicago, IL
ASSOCIATE – DIRECT INVESTMENTS	8/22 – 4/25
ALVAREZ & MARSAL	Chicago, IL
SENIOR ASSOCIATE	4/18 – 8/22
DSI CONSULTING	Chicago, IL
ASSOCIATE	5/16 – 4/18
GALLAGHER	Chicago, IL
ANALYST – CORPORATE FINANCE	4/13 – 5/16
GALLAGHER	Milwaukee, IL
ACCOUNT EXECUTIVE	6/10 – 4/13

SELECT TRANSACTION EXPERIENCE

BAJA AQUA FARMS

- Led underwriting, structuring and business diligence efforts for the ~\$300MM platform acquisition of Baja Aqua Farms and a ~\$75MM add-on acquisition, including analyzing key business trends, synthesizing industry research, and identifying investment risks and merits
- Partnered with management to improve commercial capabilities, develop go-to-market strategy, negotiate fishing agreement (~\$9MM annual cost savings), renegotiate distribution agreement (~\$3MM annual cost savings), improve feed utilization (~\$2MM annual cost savings), optimize working capital, enhance financial reporting, revamp 13-wk CF forecast, develop KPI dashboards, and implement strategic initiatives
- Provided oversight to FP&A, accounting, and treasury teams during a seven-month transition period until a permanent CFO was hired
- Developed underwriting materials for debt refinancing that resulted in an upsized facility and favorable terms to support growth opportunities
- Led recruiting efforts for CFO, CCO, controller and HR director. Designed, structured and implemented LTIP to recruit and retain key executives

VIBRINT TECHNOLOGIES

- Led underwriting and business diligence efforts for the ~\$200MM platform acquisition of Meadowgate, ~\$50MM add-on acquisition of Engineering Solutions, and ~\$50MM add-on acquisition, including analyzing key business trends, synthesizing industry research, and identifying investment risks and merits
- Structured preferred equity investment + warrants and participated in the negotiation of covenants and governance rights
- Partnered with management to drive strategic initiatives including sales org redesign, revamp sales compensation structure, develop talent acquisition plan, renegotiate distribution agreement, acquisition integration, budget process improvements and financial reporting enhancements
- Reviewed business case for growth initiatives to support investments in sales, contracting, recruitment and engineering talent
- Led recruiting efforts for CEO, COO and Products GM

CROSS BORDER XPRESS (CBX)

- Implemented a comprehensive pricing strategy including pricing enhancements, new fare tiers and multi-ticket discounts, that resulted in a 70% increase in EBITDA
- Partnered with management to drive strategic initiatives including evaluation of new revenue streams, parking operation optimization, budget process improvements, financial reporting enhancements and strengthened cross-border cash controls
- Provided oversight for a \$20MM capital improvement project that resulted in 1,900 additional parking spaces
- Led recruiting efforts for CFO, COO, CCO, and FP&A director

EDUCATION/CERTIFICATIONS

Illinois State University – Bloomington, IL

Bachelor of Science in Business – Accounting

Certified Insolvency & Restructuring Advisor (CIRA)

Passed Level 2 of the CFA Examination

* References Available Upon Request *

