

CENTERVIEW PARTNERS

OUR FIRM

Centerview Partners is an operationally-oriented private equity firm focused exclusively on the US consumer middle- and upper-middle market. We currently have over \$500 million in committed capital.

We seek to leverage our operational expertise and deep consumer industry relationships in partnership with existing owners and management to achieve strategic and operational excellence. Our ability to assist management in building businesses and brands differentiates us from other consumer-oriented private investment firms.

Over our collective careers, we have helped to build or revitalize some of the most recognized brands in the consumer industry, including:



OUR INVESTMENT FOCUS

Centerview's investment strategy is to build a concentrated portfolio of leading consumer-oriented businesses. In particular, we believe we can add substantial value by partnering with the management teams of companies in the *food & beverage, household & consumer products, personal care/health & wellness, and consumer services* sectors.

An ideal investment candidate would be a strong player in its consumer niche with leading or low-cost market positions and enduring products or services. We are very comfortable with branded or private label opportunities, and those that require operational improvement, brand revitalizations and longer investment horizons. Our typical equity investment will range from \$50 million to \$150 million, although, for the right opportunity, we will invest more or less. Given our desired investment size, most of our portfolio companies will have EBITDA in excess of \$20 million.

OUR TEAM

Our investment team is led by Jim Kilts, David Hooper and Joe Schena, whose backgrounds are described below:

- **Jim Kilts:** Former Vice Chairman, P&G; CEO, Gillette; CEO, Nabisco; and CEO, Kraft
- **David Hooper:** Former Managing Director, Head of the Consumer Group and Chairman of the US Investment Committee at Vestar Capital Partners
- **Joe Schena:** Former CFO of Gillette Global Business Unit (part of P&G); VP of Financial Global Operations and Corporate Controller, Gillette; VP of Finance, Nabisco; VP of Finance, Kraft

In addition, Centerview works closely with its Senior Advisors who are well-known industry executives who (where appropriate) bring a wealth of strategic and operating expertise to our investments:

- **Ed Degraan:** Fmr. Vice Chairman, Gillette
- **Roger Deromedi:** Fmr. CEO, Kraft Foods
- **Joe Dooley:** Fmr. President of Duracell, P&G
- **Ray Groves:** Fmr. Chairman & CEO, Ernst & Young
- **Robert Hall:** Fmr. President, Nabisco Specialty Products
- **Nancy Karch:** Fmr. Senior Partner, McKinsey & Co.
- **Peter Klein:** Fmr. SVP of Strategy, Gillette
- **Fred Langhammer:** Fmr. CEO, Estée Lauder
- **Mark Leckie:** Fmr. President of Gillette GBU, P&G
- **Rick Lenny:** Fmr. Chairman & CEO, Hershey

**We welcome the opportunity to speak with company owners and management teams in the consumer sector.
We encourage you to contact any of our senior professionals:**

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