

# Prospect Partners Partnering with Business Owners



## Transitioning Your Company

Whether you want to retire and realize the cash value of your company today, need capital to expand your business, or have the desire to continue to run your firm and are looking for a partner in the acquisition...Prospect Partners can help.

Prospect Partners is a Chicago, Ill.-based private equity firm focused exclusively on investing in growing companies with niche strategies. Since 1998, we have partnered with the owners and management teams of more than 150 leading businesses throughout the United States. A highly experienced and professional partner, we are committed to working together to build more valuable companies over time. Given our investment focus, we offer particular expertise when it comes to serving your financing and development needs.

## Our Interests

Prospect Partners focuses exclusively on management-led leveraged recapitalizations and buyouts of unique smaller companies. Specifically, we invest in:

- **niche leaders** – leaders or potential leaders of a niche market that occupy a strong and defensible position within it.
- **growth-ready companies** – those that generate revenues typically between \$10 million and \$75 million. We also invest in smaller “add-ons” to existing portfolio companies with revenues of at least \$2 million.
- **strong management teams** – we back veteran teams that have a strong desire to continue to run their business.
- **the right opportunity** – we consider companies in a broad range of niche manufacturing, distribution, and specialty service markets. Our investments run the gamut from energy-efficient lighting systems and event management to personal care products, infrastructure maintenance equipment, aviation MRO services, physical security and protection products, veterinary care services, and waste management services.
- **companies throughout the country** – our investment interests have been nationwide in big cities like Boston and Portland, Ore. – as well as in smaller ones like Madera, Calif., Daphne, Ala., York, Neb., and Littleton, N.H.

## Why Work With Us

We know that transitioning your company requires, on our part, an intimate understanding of how your business works as well as the flexibility to meet your needs. When you choose Prospect Partners, you get more than a professional investor in your business. You get:

- **Unmatched experience.** We are the nation’s only private equity firm to raise \$470 million in three committed private equity funds to invest exclusively in smaller niche leaders. We have grown our portfolio companies through all kinds of economic cycles, market conditions, and business circumstances.
- **Responsiveness and integrity.** Through the process of every transaction, Prospect Partners works closely with owners and managers, ensuring ongoing, open dialogue and strict confidentiality.
- **Our relationship-oriented philosophy.** Every business, every management team, is unique. We care about your goals, and about building strong relationships that endure.
- **A true partner.** We won’t micromanage the way you run your company, yet can provide resources as needed. Your management team will continue to run the business and drive its day-to-day success.
- **A focus on shareholder value.** We will work with you and your management team as collaborative Board-level advisors for the sole purpose of increasing your company’s value over time.
- **The backing of top institutions.** Limited Partners of our current fund represent a group of major institutional and private investors.
- **Strong references.** Our best success indicators are the business owners who have chosen Prospect Partners to help successfully transition and profitably grow their companies. We encourage you to talk to them.

**For more information on Prospect Partners, please visit [www.prospect-partners.com](http://www.prospect-partners.com) or call us at 312.782.7400.**