

## Prospect Partners, LLC

# A Tradition of Partnership with Independent Equity Sponsors



At Prospect Partners, developing co-investing relationships with independent equity sponsors has always played a key role in helping us complete acquisitions and build successful lower-middle-market companies. As former independent equity sponsors ourselves, we have unique appreciation of the great value outside investors bring both in identifying acquisition opportunities and in creating value post-transaction via their expertise, operational skills and continued involvement.

An experienced, active and well-capitalized small-company investor, Prospect Partners focuses exclusively on management-led leveraged recapitalizations and buyouts of niche leaders with revenues typically between \$10 million and \$50 million. We manage two private equity funds totaling \$270 million. Since our inception in 1998, we have invested nationwide in over 75 companies in a broad range of niche market segments.

## Why Work With Prospect Partners

We are highly focused on building relationships with outside investors who seek an experienced, fund-based equity partner for co-investment opportunities, and offer:

- ready access to high-quality and highly-responsive lenders;
- flexible capital options that help complete deals, including often tough-to-finance acquisitions and recapitalizations;
- long-term partnership;
- a commitment to maximizing company value;
- deep experience from having taken key roles in more than 140 smaller-company acquisitions; and
- the backing of major institutional investors. Our Limited Partners include Goldman Sachs & Co., General Motors Investment Management Corporation, JP Morgan Fleming Asset Management, the University of Notre Dame, Wilshire Associates, Inc., Private Advisors, LLC, and the Northern Trust Corporation.

If you are an independent equity sponsor and would like to know more about working with Prospect Partners, please contact one of our principals today. If you are an intermediary seeking to close a transaction with an independent equity sponsor, you can benefit greatly by introducing Prospect Partners to the process. We react quickly, decisively and confidentially. We respect all parties' interest, have substantial equity capital to invest, and have ready access to high-quality lenders. And because of our wide industry focus, we are highly receptive to a broad range of opportunities that meet our investment criteria.

## Transactions With Independent Equity Sponsors

We have completed more than 20 transactions partnering with outside investors. Our co-investments have spanned many different industry segments and company situations, indicative of our opportunistic investment approach and the strategic value our equity sponsors deliver post-transaction. Current and prior co-investment platforms include the following companies:

- **Codel Holding Company** of Tacoma, Wash., maker of residential entry door systems and related accessories
- **Delta Industrial Services, LLC** of Lake Jackson, Texas, provider of industrial hoist and rigging equipment and tools
- **Pipp Mobile Storage Systems Holding Company** of Walker, Mich., provider of movable shelving and storage systems
- **Spirit Foodservice Products, Inc.** of Andover, Mass., provider of specialty customized disposable plastic serving products
- **Summit Fire Protection Co.** of St. Paul, Minn., provider of fire protection systems and services

## Call Prospect Partners Today

For more information, visit [www.prospect-partners.com](http://www.prospect-partners.com), call us at 312.782.7400 or contact a member of our investment team:

### Principals

|                                 |  |
|---------------------------------|--|
| <b>Maneesh K. Chawla</b>        | <a href="mailto:mchawla@prospect-partners.com">mchawla@prospect-partners.com</a>     |
| <b>William V. Glastris, Jr.</b> | <a href="mailto:wglastris@prospect-partners.com">wglastris@prospect-partners.com</a> |
| <b>Louis W. Kenter</b>          | <a href="mailto:lkenter@prospect-partners.com">lkenter@prospect-partners.com</a>     |
| <b>Erik E. Maurer</b>           | <a href="mailto:emaurer@prospect-partners.com">emaurer@prospect-partners.com</a>     |
| <b>Richard C. Tuttle</b>        | <a href="mailto:rtuttle@prospect-partners.com">rtuttle@prospect-partners.com</a>     |

### Vice Presidents

|                          |  |
|--------------------------|--|
| <b>Brett P. Holcomb</b>  | <a href="mailto:bholcomb@prospect-partners.com">bholcomb@prospect-partners.com</a> |
| <b>Bradley C. O'Dell</b> | <a href="mailto:bodell@prospect-partners.com">bodell@prospect-partners.com</a>     |

*"It is hard to find the right professional and personal partnership. Prospect Partners has a wealth of experience buying and running companies and is absolutely committed to staying the course for the time it takes to create additional value. Moreover, these veterans are great people to work with. Building enduring relationships is a big part of success."*

**Kevin Rodgers, Independent Equity Sponsor and CEO, Delta Industrial Services, LLC**