

# Prospect Partners, LLC

## The Business Owner



### 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 experience and desire to run your firm and are looking for a partner in the acquisition...Prospect Partners can help.

Prospect Partners is a Chicago-based private equity firm focused exclusively on investing in small, growing companies with niche strategies. Since 1998, we have partnered with the owners and management teams of more than 75 leading businesses throughout the United States. A highly experienced and professional partner that manages \$270 million in two funds, 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 the financing and business development needs of the smaller business owner.

### Our Interests

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

- **niche leaders** – leaders or potential leaders of a niche market that occupy a strong and defensible position within it.
- **small, growth-ready companies** – those that generate revenues typically between \$10 million and \$50 million. We also invest in smaller “add-ons” with revenues of at least \$2 million.
- **the right opportunity** – Because we evaluate each company for its potential growth, we invest opportunistically in a broad range of niche market segments, including consumer, commercial, manufacturing, distribution and specialty business and consumer services. Our investments run the gamut from specialty store fixtures and niche equipment rentals to foodservice disposables, corporate training/leadership development services and ethnic foods.
- **companies throughout the United States** – Our investment interests have been nationwide in cities big and small, like Boston, Cleveland and Phoenix and Walker, Michigan and Yakima, Washington.

### 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:

- **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.
- **Unparalleled experience.** Over the last 25 years, our investment professionals have taken key roles in more than 140 smaller-company investments. We have grown our portfolio companies through all kinds of economic cycles, market conditions and business circumstances.
- **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 quality institutions.** Limited Partners of our current fund include such major institutional investors as Goldman, Sachs & Co., General Motors Investment Management Corporation, JPMorgan Asset Management, the University of Notre Dame, Wilshire Associates, Inc., Private Advisors, LLC and the Northern Trust Corporation.
- **Performance.** Our best success indicators are the business owners who have chosen Prospect Partners to help successfully transition their companies. We encourage you to talk to every one of them.

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