

LASALLE

CAPITAL GROUP

INVESTING WITH AN OPERATING PERSPECTIVE

Chicago, IL – LaSalle Capital Group, L.P. (“LaSalle Capital”), together with Grey Rock Capital Group, LLC (“Greyrock”), Don Horan and senior management, are pleased to announce the acquisition of Collection Associates, Inc. (“CAI”).

CAI, headquartered in Greensburg, Indiana, provides accounts receivable management services, primarily to the healthcare industry.

Founded in 1985, CAI is regarded as a premier provider of third-party collections for hospitals and physician groups in Indiana and the surrounding area. The company’s expertise is in primary collections. In addition, CAI offers accounts receivable outsourcing services, such as early-out collections and payment monitoring.

CAI represents LaSalle Capital’s sixth platform acquisition. “Don Horan has built an impressive accounts receivable management services company and management team under his ownership and leadership,” stated Rocco Martino, a Partner at LaSalle Capital. “We are excited to partner with Don, Mark Schabel, President, and senior management to continue to expand CAI’s business and market presence.”

Don Horan added, “As we strive to strengthen our company and better service our clients, the partnership with LaSalle Capital is a logical next step.”

If you have questions on this Company or would like to discuss other opportunities in the healthcare collections industry, please contact either Rocco Martino or Nick Christopher at LaSalle Capital.

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- \$115 million fund
- Management buyouts and recapitalizations
- Extensive experience in the lower middle-market
- Focus on consumer and industrial products, manufacturing, distribution, service businesses, education and healthcare.

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