

# LASALLE

## CAPITAL GROUP

### INVESTING WITH AN OPERATING PERSPECTIVE

Chicago, IL – LaSalle Capital Group, L.P.'s ("LaSalle Capital") portfolio company Collection Associates, LLC ("CAI") is pleased to announce the acquisition of IMC National Holdings, Inc. ("IMC").

IMC, headquartered in Indianapolis, Indiana, provides debt collection services to the healthcare industry. The IMC brand has been active in the industry dating back to 1959, and is regarded as the premier provider of third-party collections for hospitals and physician groups in Indianapolis and the surrounding area. The company's expertise is in primary collections.

IMC represents a significant addition to LaSalle Capital's strategy of acquiring leading accounts receivable management businesses focused on the healthcare space. "Dale and Jim Robinson have built an impressive collection agency servicing some of the largest hospitals in Indiana." stated Rocco Martino, a Partner at LaSalle Capital. Mark Schabel, CEO of CAI added, "We are excited to partner with the Robinson brothers to share knowledge and implement best practices across our two agencies."

Dale Robinson stated, "As we strive to strengthen our company through enhanced technology and better serve our client base, the partnership with LaSalle Capital and Collection Associates should propel us to a new level."

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 (food & beverage) products, value-added industrial manufacturers & distributors, outsourced business services, and healthcare services.

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