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LASALLE CAPITAL GROUP PROVIDES

**STRONG FINANCIAL,  
STRATEGIC &  
OPERATIONAL SUPPORT**

TO ENTREPRENEURS IN THE LOWER MIDDLE MARKET

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**LASALLE**  
CAPITAL GROUP

INVESTING WITH AN  
OPERATING PERSPECTIVE

ACTIVE,  
EXPERIENCED &  
COMMITTED

TO THE LOWER MIDDLE MARKET

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**L**ASALLE CAPITAL GROUP WAS FOUNDED IN 1984. Its principals, Rocco Martino and Jeff Walters, have been active investors in the lower middle market for more than 20 years. Through consistent focus over time, we have accumulated a wealth of experience in understanding and overcoming the particular financial, strategic and operational challenges faced by lower middle market businesses. Our history and proven ability to close deals and build successful companies provide a distinct advantage over newer entrants to the market.

We are currently investing a \$115 million S.B.I.C. committed equity fund raised from prominent financial institutions and high net worth individuals. From our pool of dedicated capital, we can provide the necessary resources to recapitalize a business, fund new plans for growth, or make strategic, complementary acquisitions.

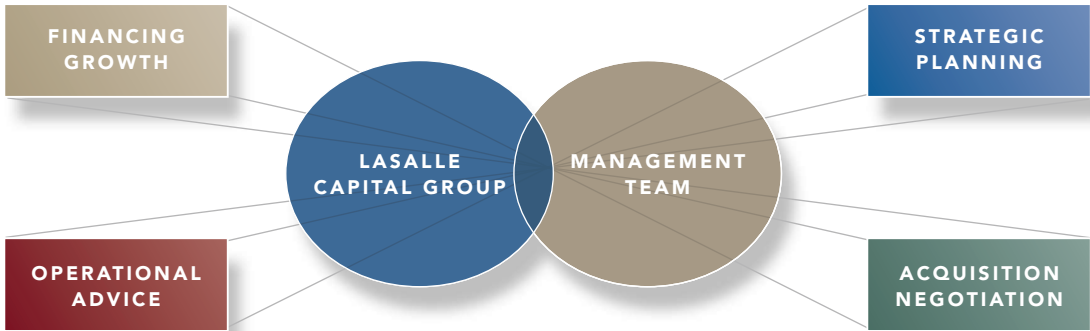
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# STRATEGIC, OPERATIONAL & FINANCIAL RESOURCES

IN SUPPORT OF MANAGEMENT TEAMS

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OUR PARTNERSHIP PROCESS:



“WE ARE PASSIONATE ABOUT ENTREPRENEURIAL COMPANIES. OUR GOAL IS TO PARTNER WITH MANAGEMENT TEAMS TO SUCCESSFULLY GROW THEIR BUSINESS AND INCREASE SHAREHOLDER VALUE.”

*Rocco*  
ROCCO MARTINO, PRINCIPAL

At LaSalle Capital Group, we seek to partner with strong, experienced and entrepreneurial management teams. Over the life of an investment, our management partners have the independence they need to realize their growth strategies, and to share in the value they help to create.

Even the strongest managers need support, and LaSalle Capital Group provides a broad range of resources. We work closely with management to develop and execute strategic plans, address specific operational issues, identify and negotiate acquisitions, and finance continued growth. We

also use our long-standing relationships with an extensive network of bankers, attorneys, accountants, consultants and other professionals to provide further support as needed.

Our portfolio companies also have direct access to our experienced Senior Operating Advisors. Each is a former operating executive with major companies, and each also has operational experience with small and mid-size businesses. They relish the opportunity to work with aggressive and growing businesses in the lower middle market.

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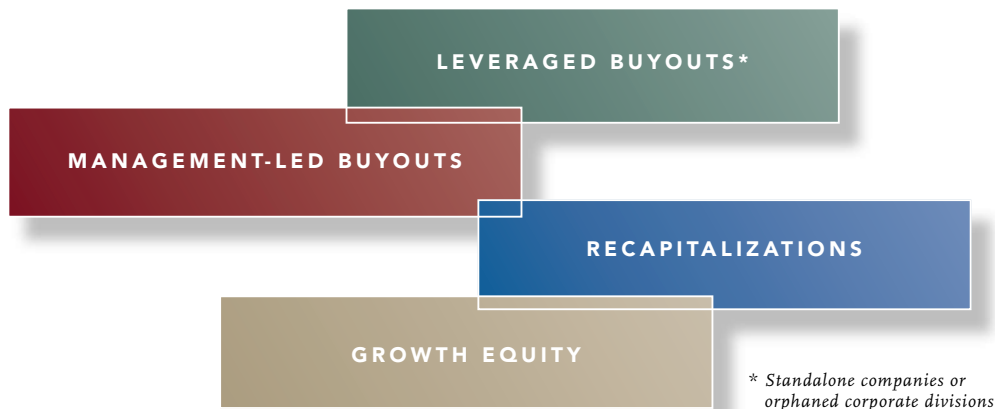
# FLEXIBLE CAPITAL

FOR VIRTUALLY ANY TYPE OF


# TRANSACTION

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INVESTMENT TYPES UNDER CONSIDERATION:



“WE PROVIDE STRATEGIES THAT HELP COMPANIES IN THE LOWER MIDDLE MARKET FOCUS ON THEIR CORE COMPETENCIES, AND WE PROVIDE CAPITAL FOR MODERNIZATION AND GROWTH.”

  
JEFF WALTERS, PRINCIPAL

In the lower middle market, no two transactions are alike. One may call for growth capital to finance expansion while another requires a reliable financial partner to facilitate family succession. At LaSalle Capital Group, we are always flexible and creative in structuring a transaction to meet the needs of all parties.

We have experience in a wide variety of industry sectors. Industries of particular interest

include consumer and industrial products, food processing, for-profit education, business services, packaging and healthcare. In most cases, we tend to avoid real estate, commodities, oil and gas, and businesses based on rapidly changing technology. We are also opportunistic, however, and are flexible about considering deals that offer excellent opportunity for growth, regardless of industry.

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# INVESTMENT CRITERIA

DEVELOPED TO ENABLE SUBSTANTIAL

# VALUE CREATION

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OUR INVESTMENT CRITERIA:

✓ A STRONG, DEFENSIBLE MARKET POSITION

✓ SIGNIFICANT POTENTIAL FOR LONG-TERM GROWTH

✓ STABLE AND PREDICTABLE CASH FLOW

✓ TALENTED MANAGEMENT TEAM WITH A PERSONAL INVESTMENT IN THE BUSINESS

✓ DIVERSIFIED CUSTOMER BASE

"WE UTILIZE A TIME-TESTED APPROACH TO ACQUISITION AND VALUE CREATION.

OUR GOAL IS TO ENSURE THAT MANAGEMENT AND LASALLE CAPITAL GROUP PULL

OUR OARS IN THE SAME DIRECTION."

  
ROCCO MARTINO, PRINCIPAL

At LaSalle Capital Group, our goal is to create value for both our investors and our management partners. Our lower middle market experience has helped us develop specific criteria we have found to facilitate value creation. Regardless of industry or type of transaction, we look for businesses with strong market position, growth potential, stable cash flow, talented management teams and a diversified customer base.

We make most of our investments in companies with the following:

- Valuations between \$5 and \$50 million
- EBITDA over \$2 million
- Revenues of \$10 to \$100 million

Our investment horizon is typically five to seven years before exit. Although we concentrate on businesses located in the Midwest, we consider investments throughout the country.

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# AN EXPERIENCED & DEPENDABLE PARTNER

FOR THE LOWER MIDDLE MARKET

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BUILDING ON EXPERTISE:



## LASALLE CAPITAL GROUP EXPERTISE

At LaSalle Capital Group, we have been investing in the lower middle market for over 20 years. We have the know-how and the resources to quickly and efficiently evaluate and close deals. After the closing, we support our management teams in realizing their vision with financial, strategic and operating expertise.

In all of our dealings, we have the highest integrity and you'll find we are very straight-forward to work with.

If you would like to discuss how we might work together, please give us a call. We will respond promptly to any and all inquiries and potential opportunities.

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