

CHICAGO

NEW YORK

# JZ | PARTNERS





# ABOUT US

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JZ Partners, LLC, based in Chicago and New York, has an established track record of investing alongside the owners and management teams of privately held businesses to build successful companies and create long-term value.

## **PRIVATE CAPITAL FOR PRIVATE COMPANIES**

JZ Partners has a long-established philosophy of patient capital and conservative investment structures which helps to ensure continuity of company culture and the entrepreneurial spirit.

## **TAILORED SOLUTIONS**

JZ Partners recognizes that each transaction is unique. Shareholder motivation, growth strategy and investment structure will vary on a company-by-company basis. JZ Partners works closely with shareholders to structure tailored transactions that rewards them for the business they have built, while at the same time aligning interests with management and positioning the company for future growth.

## **EXPERIENCED INVESTORS**

Having invested in privately held businesses for nearly 40 years, the principals of JZ Partners are highly experienced at investing across multiple end markets and geographies. The principals of JZ Partners have made more than 300 investments, representing an aggregate of over \$4 billion, since 1986.

## **GROWTH ORIENTED APPROACH**

Operating under a management centric investment philosophy, JZ Partners is dedicated to building value in each company through post-transaction investments and collaborative strategic growth planning. This approach has helped generate tremendous value for the ongoing shareholders, management and employees of the companies in which JZ Partners invests.



# TRANSACTION TYPES

## **EQUITY RECAPITALIZATION**

As entrepreneurially run companies evolve, there comes an appropriate time to consider bringing on additional resources to help take the business to the next level. JZ Partners has a long established record of backing owners and management teams to accelerate growth. An equity recapitalization allows shareholders to realize value for a substantial portion of the business, while also providing resources to capitalize on market opportunities through organic investments, strategic acquisitions and/or international expansion. An equity recapitalization with JZ Partners offers an ideal option to company founders and shareholders who are seeking liquidity but still want to retain significant ownership and operating control of their company. Maintaining the legacy and culture of a business is paramount to the JZ Partners investment model.

## **MANAGEMENT BUYOUT**

Often times a privately held business is run by professional management, with no members of the founding family involved in day-to-day operations. The founding shareholders will ultimately seek liquidity. In these cases, JZ Partners will work with existing management to purchase the company from the family through a "Management Buyout." A Management Buyout can provide the optimal solution for shareholders who are looking to transition their ownership while also positioning the company, its employees and management for continued success. JZ Partners provides for complete or partial liquidity, and management continues to oversee the future growth of the business. The executive team is also provided the opportunity to participate in future value creation, through equity ownership or various other incentive plans.

## **FAMILY SUCCESSION PLANNING**

"Succession planning on your terms" is a unique and time tested alternative offered by JZ Partners. The principals of JZ Partners have a more than 30-year history of investing with founders of family-run businesses as they transition ownership to the next generation. When the time comes for necessary estate and financial planning, JZ Partners has the ability to offer effective alternatives to diversify the owner's net worth and transfer wealth to the next generation in a customized and tax efficient manner. In all cases, shareholders continue to own a significant equity stake and maintain operational control of the business. In most cases, no one outside the company realizes a transaction has even taken place.

## **GROWTH EQUITY / MINORITY INVESTMENT**

In select instances a minority capital infusion is a possible alternative to help shareholders reach their objectives. Growth equity investments are structured to provide the necessary resources to achieve company goals. JZ Partners provides the capital necessary to execute on strategic acquisitions, make incremental capital investments, accelerate product development, provide for additional working capital and/or repay bank or long-term debt, among other things. In all cases, JZ Partners becomes an important financial resource to the company going forward.

# INVESTMENT PHILOSOPHY

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JZ Partners has a long history of investing alongside exceptional management teams of privately held businesses to help build value and create opportunities for both shareholders and employees. Transactions can help generate liquidity for owners, raise capital for future growth and create equity opportunities for key management. Further success is targeted through a combination of organic growth and strategic acquisitions. JZ Partners brings a wealth of investment experience, capital, advisory resources, M&A expertise and international capabilities to help execute on these initiatives.

## INVEST

Transactions are structured to align shareholder interest and maximize future growth potential.



## GROW

Growth is accelerated through both organic investments and strategic acquisitions.



## REALIZE

Value is realized as a result of enhanced earnings and superior market position.

# WHY JZ?

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JZ Partners' commitment to management, combined with a disciplined and time-tested approach to investment, provides a unique alternative for business owners looking to realize liquidity while at the same time maintaining operating control and substantial ownership as well as enhancing the legacy and culture of the companies they have built.



## PATIENT CAPITAL

JZ Partners has established a history of investing with management to build company value over time. The focus is on prioritizing capital investment and strategic decision making to benefit long-term growth rather than short-term gain.



## FLEXIBLE STRUCTURING

JZ Partners allows for maximum flexibility when crafting each transaction. Additionally, a very attractive aspect of its investments is that unlike most private equity firms JZ Partners does not require voting control.



## MANAGEMENT CENTRIC PHILOSOPHY

Investing alongside strong leadership is a very critical element and the most influential factor in determining future success.



## INVESTMENT EXPERIENCE

JZ Partners and its principal owners have made more than 300 investments, representing in excess of \$4 billion, since 1986.



## GROWTH ORIENTED

JZ Partners has significant experience in accelerating growth through both organic investment and strategic acquisitions.



# INVESTMENT CRITERIA

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JZ Partners seeks to invest in profitable, well-managed businesses. While every transaction is unique, each company exhibits certain characteristics that are consistent across the portfolio, notably exceptional management strength and an opportunity for accelerated growth.

## COMPANY SIZE

- Up to \$200 million in enterprise value
- No minimum size for add-on acquisitions

## INDUSTRY CHARACTERISTICS

- Sufficient industry scale
- Consistent profitability
- Minimal regulatory risk
- Low risk of technology obsolescence
- Non capital intensive
- Highly fragmented

## GEOGRAPHIC FOCUS

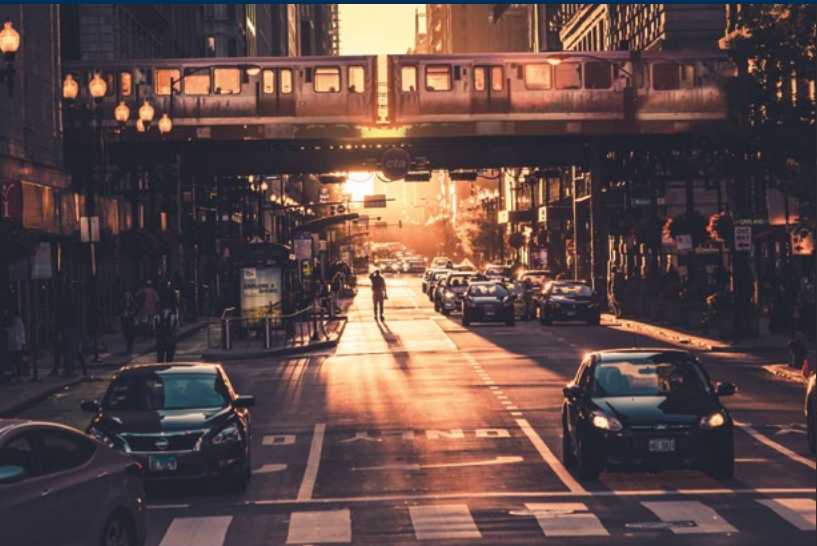
- U.S. and Canada

## INDUSTRY FOCUS

- Niche manufacturing
- Value-added distribution
- Commercial and industrial services
- Healthcare

## TRANSACTION TYPES

- Founder-Owned Recapitalizations
- Management Buyouts
- Corporate Carve-Outs
- Generational Recapitalizations / Family Succession Structures
- Growth Capital Investments
- Co-Investments



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