



# PS CAPITAL PARTNERS

## OVERVIEW

Led by Paul Sweeney, Paul Stewart and Mike Mack, PS Capital Partners, LLC is a uniquely positioned private equity firm that seeks investments primarily in manufacturing and processing businesses in the Upper Midwest.

With an “invest, build and hold” strategy, it’s our mission to work as trusted partners with management teams, business owners, and investors to build shared, long-term value. Supporting the firm’s investment approach is PS Capital’s Investor Network, a group of over 140 high net worth individual investors who provide the firm with evergreen access to capital. Our patient capital base creates the foundation for PS Capital Partners to work together with management teams as a strategic resource. With a focus on long-range value creation, we provide experienced support and objective oversight for each company in which we invest.

## INVESTMENT PHILOSOPHY

At PS Capital Partners, we believe relationships still matter and not all capital is the same. We’re not in the private equity business for the quick return of investment. Rather, we believe every investment is an opportunity to build long-term growth through measured strength, stability, and sustainability. Our access to patient capital provides us the flexibility to make sound decisions backed by purposeful strategies. Experience, a loyal and patient investor network, and a long-term commitment provides PS Capital Partners with several advantages:

- Partnering with management teams in building for the long-term value
- Understanding of and sensitivity to sellers’ objectives and needs, both economic and non-economic
- Ability to move quickly, decisively and discreetly in structuring and closing transactions
- Strong relationships with highly experienced deal professionals including senior and mezzanine lenders, legal teams, accounting firms and insurance providers.



### THE BEGINNING

Founded in 2001 to address the need for patient long-term capital

### MIDWEST ROOTS

Focus in the Upper Midwest



### SIGNIFICANT EXPERIENCE IN PRIVATE EQUITY INVESTING

- Deep expertise in manufacturing and process industries
- The principals have completed 50+ transactions over the past three decades

### ESTABLISHED TRACK RECORD

- PS Capital has completed 14 stand-alone transactions with a current portfolio of nine companies
- Approximately \$100 million in invested capital



### INVESTOR NETWORK

PS Capital’s investor network of 140+ high net worth individuals provide a high degree of flexibility in terms of deal structure and investment horizon

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# INVESTMENT CRITERIA

## COMPANY PROFILE

- Based in the Upper Midwest
- Annual Revenue: \$10–\$50 million
- EBITDA: margin of 10% or greater
- Transaction Size: \$5–\$30 million
- Prefer manufacturing or process businesses

## TRANSACTION TYPES

- Buyout or recapitalization of entrepreneur-led business
- Divestiture of subsidiary or division from parent
- Sale of family-owned business
- Growth capital investment
- Ownership: majority or minority

## BENEFITS

### MANAGEMENT FRIENDLY

- Patient capital to execute long-term growth strategies
- Partners with extensive experience in corporate development and capital markets
- Equity investment and incentives for management
- Retention of operational control by the management team

### SELLER/OWNER FRIENDLY

- Ensure long-term viability of business
- Understanding and willingness to address critical Seller/Owner deal points
- Emphasis on sustained profitable growth over long term
- Experienced in working through complex transaction issues to avoid “deal killers”
- Established track record of follow through, honoring commitments and closing deals

### INVESTOR FRIENDLY

- Direct access to private equity investment opportunities
- No blind fund → investors develop unique portfolio of private company investments
- Elimination of upfront legal funding commitments and ongoing money management fees

## CURRENT HOLDINGS

