

ROCK GATE PARTNERS OVERVIEW

Overview

Rock Gate Partners, LLC (“RGP”) is a private equity firm that acquires and invests in lower middle market companies that have created unique market positions, providing the basis for organic growth while offering a platform for acquisitions. RGP partners with management teams in leveraged buyouts, corporate divestitures, recapitalizations, industry consolidations and later stage growth capital investments in companies typically generating \$10 to \$75 million in revenue.

RGP is primarily focused on acquiring companies that design, engineer, manufacture/source, market and distribute products in a wide range of commercial, consumer, value-added distribution, energy, industrial, healthcare, medical and transportation industry sectors.

Through its partnership with NaviAsia Consulting Group, Inc. (www.naviasia.com), a leading provider of China sourcing and market entry services with over 50 sourcing professionals and engineers based in China, RGP is uniquely positioned to assist portfolio companies with: improving existing cost structures; pursuing growth through the sourcing of new products that can be marketed to existing customers; and, selling into China.

RGP was founded in 2006 in Chicago, Illinois and sources its equity capital from its principals and equity partners.

Investment Criteria

- **Business Type:**
 - Niche manufacturers or value-added distributors
- **Industry Focus:**
 - Aerospace & Defense
 - Athletic & Outdoor
 - Basic Manufacturing
 - Clean Technology
 - Commercial Vehicle
 - Consumer Discretionary
 - Const. & Infrastructure Materials
 - Consumer Discretionary
 - Consumer Durables
 - Value-Added Distribution
 - Education & Training
 - Electronics
 - Specialty Foods
 - Specialty Furniture
 - Healthcare
 - Health, Fitness & Safety
 - Hobby & Craft
 - Home Improvement
 - General Industrial
 - Juvenile & Youth
 - Laboratory Equipment
 - Medical & Surgical Devices
 - Outsourcing(ed) Services
 - Renewable Energy
 - Safety & Security
 - Specialty Packaging
 - Specialty & Rec Vehicle
 - Recreation & Leisure
 - Test & Measurement
- **Company Characteristics:**
 - Niche market leadership with high customer “mind share”
 - Competitive differentiation through: proprietary processes or technologies; design, engineering or product innovation; customer relationships and sales & marketing expertise
 - Growth potential – organic or through acquisition
 - International sales & marketing potential
- **Transaction Types:**
 - Leveraged buyouts, corporate divestitures, recapitalizations, industry consolidations and later stage growth capital investments
 - Valuation: \$10 – 40 million enterprise value range
 - Geography: United States, Canada, Mexico

Investment Approach

- Partner with talented, driven, entrepreneurial and highly passionate management teams
- Implement aggressive incentive compensation and ownership structures to highly reward management teams for achieving shared objectives
- Provide initial equity investments typically ranging from \$5 – 15 million; invest additional capital to support growth or acquisitions
- Seek control positions; selectively consider minority interests in growth opportunities
- Selectively target companies, or industry sectors, with potential to leverage RGP’s NaviAsia relationship through: improving existing cost structures; pursuing growth through the sourcing of new products that can be marketed to existing customers; and, selling into China

Current Investments

Infrastructure Materials

- Walpar, LLC

Clean Technology

- BEST Energies, Inc.

Outsourcing Services

- Novus Law, LLC

RGP Team

Investment Team:

Kenneth L. Ali, *Founding Principal & Managing Director*

kali@rockgatepartners.com

312.283.0631

Stephen K. Foutch, *Principal & Managing Director*

sfoutch@rockgatepartners.com

312.283.0632

Capital Partners:

Andrew V. Agostini

Edward W. Ross

Advisory Board:

Raymond E. Bayley, Novus Law,

Founder, Chairman & CEO

Marc A. Bushala, The Radiate Group,

President & Global Director of Acquisitions

Donald T. Johnson, Jr., Aftermarket Technologies, Inc.

Retired Chairman & CEO

John A. Schweig, W.W. Grainger,

Senior Vice President, Strategy & Development

Strategic Partner:

NaviAsia Consulting Group Inc., www.naviasia.com

