



TIGHTROPE CAPITAL PARTNERS

INVESTING WITH FOCUS, BALANCE AND AGILITY

Tightrope Capital Partners (“Tightrope”) is a private investment firm established to seek investment opportunities in lower middle market companies. Tightrope targets situations that capitalize on our successful history of walking the tightrope needed to invest, operate and grow lower middle market companies through multiple economic cycles. We seek to partner with entrepreneurs, business owners and management teams to execute growth strategies and build value within a culture of collaboration, integrity and trust.

TIGHTROPE CAPITAL TEAM

- Team of professionals with over 50 years of operating and investment experience through multiple economic cycles.
- Broad experience in lower middle market companies having invested, managed or operated over 25 companies across a diverse array of industry sectors.
- Established partnership of entrepreneurs, business owners and managers who have experienced all sides of the transaction process first hand, providing a unique perspective during diligence and post-closing.

LOWER MIDDLE MARKET FOCUS

- Platform companies with minimum revenues of \$8 million.
- Platform companies with EBITDA of \$1 million to \$6 million.
- No minimums for add-on acquisitions.
- Underlying transactions include management/leveraged buyouts, recapitalizations, corporate carve-outs and entrepreneur/owner succession transitions.

SELECT INDUSTRIES

- Target industries where a company can capitalize on the investment experience, operating management and professional network of Tightrope’s partners, advisors and investors.
- Specific areas of focus include:
 - Niche Manufacturing
 - Food and Consumer Products
 - Business Services
 - Healthcare Services and Medical Products

INVESTMENT THEMES AND FUNDAMENTALS

- Traditional value investing with operational activism.
- Companies with potential to build strong, niche market position serving stable and growing end markets.
- Solvable constraints to revenue growth, profitability improvement and enhanced return on capital.
- Growth strategies that include both organic initiatives and add-on acquisitions.

VALUE-ADDED PARTNER

- Strive to form value-added, aligned and collaborative partnerships with management teams to support achievement of strategic goals.
 - Tactically engage operating partners, board members and former industry executives as resources to management teams.
 - Ability to facilitate management transition if necessary.
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JEFF DEJESUS MANAGING PARTNER

Prior to forming Tightrope Capital, Jeff was a Partner at Parkway Capital Investors ("Parkway") and opened Parkway's Chicago office in 2009. While at Parkway, Jeff was responsible for deal origination, underwriting, and portfolio management across a variety of industries. Prior to joining Parkway, he was a Partner and Managing Director of Midwest Mezzanine Funds ("MMF"). Prior to MMF, Jeff was a Vice President at Bank of America's Corporate and Investment Banking Group and a commercial banker at American National Bank, a regional predecessor to JP Morgan Chase. Jeff holds an MBA from the Kellogg School of Management, Northwestern University and a B.S. in Finance from the University of Illinois at Urbana-Champaign.

DAN PAWLOWSKI ADVISOR

Dan and his wife, Vicki, purchased a tubing plant in Iowa and named it Dynamic Tube, Inc. ("DTI") in 2003. Dan ran day-to-day operations as President until they successfully sold DTI in 2013. During his tenure at DTI, Dan led the financial performance turnaround improving EBITDA from negative to a peak of \$7 million in EBITDA. In addition, Dan completed a plant expansion, doubling the plant's capacity. Prior to DTI, Dan was served as a general manager, plant manager and engineer for a number of large industrial companies. Dan holds an MBA from Southern Illinois University and a B.S. degree in Engineering from the University of Illinois at Urbana-Champaign.

PAUL FRASCOIA ADVISOR

Paul has been the President and Chief Executive Officer of the Critical Process Systems Group ("CPS") and its predecessors since 2007. Prior to the establishment of CPS, Paul was the President of Fab-Tech, Inc. from 2005 to 2007 and Chief Financial Officer from 2001 to 2005. Prior to joining Fab-Tech he was Corporate Controller and Treasurer for Burton Snowboards, helping it manage dramatic growth in core and affiliate brands. He has been a Director of Unique Fabricating, Inc. since July 2014. Paul received a B.S. degree in Business Administration from the University of Vermont.

COMMON TRANSACTIONS



CURRENT TRANSACTIONS

