Concentric Equity Partners is a private investment firm based in Chicago, IL. We provide capital and strategic support to exceptional service companies pursuing rapid growth. Our approach is to support entrepreneurs with capital, operating expertise and industry knowledge.

Introduction

Concentric's principals have distinguished track records as operators and professional investors in a variety of growth oriented middle market companies. Concentric is the direct investing arm of Financial Investments Corporation (“FIC”), a private asset management firm with over $1 billion in private equity commitments under management.
Concentric Equity Partners - Investment Criteria

We look for the following characteristics in our investments:

- An accomplished management team willing to make a financial commitment to the future success of their business
- High base of recurring revenues
- Low capital expenditure requirements for growth
- Opportunity to generate operating leverage through scale and density
- Superior value proposition for customers
- Business where service is a differentiator even if the service requires some level of manufacturing, fabrication, assembly or installation
- History of highly ethical business practices
- Minimal exposure to technological or strategic business obsolescence
- A history of profitability

Concentric typically invests between $10 - $30 million of equity per project. However, our historical equity investments have ranged in size from $5 - $100 million for a single investment.

Our objective is to invest in industries where we see the potential for significant growth including:

- Business Services
- Consumer Services
- Financial Services
- Technology-enabled Services

We are organized to have flexibility in timing, structure and the size of each investment. Historically we have invested capital into the following types of situations:

- Management led buyouts
- Leveraged buyouts
- Growth equity investments / later stage venture capital
- Majority and minority investment structures

Concentric backs entrepreneurial business leaders with the following traits:

- Character
- Work Ethic
- Abilities

Concentric is opportunistic when presented with investments having attractive characteristics. However, we do not invest in turnarounds, start-ups or businesses with substantial technology risk.

Concentric will consider companies outside of these parameters if they possess high growth characteristics or create a strategic fit with a current investment.
Concentric Equity Partners - Representative Investments

**Energy Distribution Partners** actively acquires and operates residential and commercial propane and natural gas distributors as well as wholesale and midstream energy distribution operations.  
**Chicago, IL**

**Environmental Pest Service** provides pest control and lawn care maintenance services to residential and commercial customers in the southeastern United States.  
**Sarasota, FL**

**MB Financial Bank** is nationally focused commercial bank headquartered in Chicago.  
**Chicago, IL**

**Microsystems** provides software and services that drive document quality and production efficiency in heavily regulated industries including legal and life sciences.  
**Downers Grove, IL**

**Mortgage Contracting Services** is a national field services company. Its services include property inspections, property preservation, REO services and appraisals.  
**Tampa, FL**

**ProVest** provides national legal document delivery (service of process) with a specialty in default law and more specifically foreclosure proceedings.  
**Tampa, FL**

**Tricoci University** is a leading provider of education in cosmetology and esthetics.  
**Chicago, IL**

**Centerline Solutions** is a leading provider of wireless infrastructure services to the telecommunication industry.  
**Golden, CO**

**UsAmeriBank** is a commercial bank that services the needs of individuals and businesses in western Florida and Alabama.  
**Tampa, FL**

**Vision Integrated Graphics** Group is a complete end-to-end marketing services and commercial printing firm, providing design, printing, fulfillment, and distributions services to its customers.  
**Chicago, IL**

*Note: * Bank investments made by a group of accredited investors led by EIC.
Kenneth D. Hooten, Partner

Concentric Equity Partners and responsible for the firm's activities. Ken founded the firm in 2003 and is responsible for the overall performance of Concentric Equity Partners I, L.P.. Prior to founding Concentric, Ken was affiliated with ServiceMaster in a variety of capacities. He founded ServiceMaster Ventures, led M&A and Corporate Development, and served as the President and Founder of ServiceMaster Home Services Center, a joint venture between ServiceMaster and Kleiner Perkins Caufield & Byers. Ken has been active on the boards of both public and private service companies. He received a B.S. from the University of Illinois and an M.B.A. from The Kellogg School of Management at Northwestern University.

Jennifer W. Steans, Partner

Jennifer is a Partner with Concentric Equity Partners and responsible for the firm's activities. From 1989 through 1993, she served as a consultant for the management-consulting arm of Deloitte & Touche. Ms. Steans then served as Treasurer of Prime Graphics, Inc. until founding Financial Investments Corporation ("FIC") in 1994. As President of FIC she oversees private equity investments and the Steans family office operations. In 2000, she joined the Board of Directors of PCB Bancorp, Inc. Upon its sale to Colonial BancGroup, Inc. in 2004, Ms. Steans served on the Advisory Board of the Florida West Coast region of Colonial Bank. In addition to her responsibilities at CEP and FIC, Ms. Steans serves as a Director of Chicago Deferred Exchange Corp. and Prime Graphics, Inc., and she serves as an Advisory Board Member of Resource Land Fund III, LP and Siena Capital Partners. She received a B.A. from Davidson College and an M.B.A. from The Kellogg School of Management at Northwestern University.
Investment Team

Joseph D. Finney, Operating Partner

Joe Finney has successfully served in executive leadership roles in the Service and Automotive industries for over 25 years. Most recently he was the President of the Sears Automotive Group with responsibility for 14,000 employees and annual sales of $1.6B across 843 Sears Auto Center and 1,200 Kmart locations. Prior to joining Sears he was President and CEO of Tire Centers LLC, a fully owned Michelin Subsidiary offering tire related services and products across 40 states. During that time he helped Michelin improve US market access while professionalizing the business and leading the expansion of the Distribution Division. Previously Joe was a Senior Executive of the ServiceMaster Company for 16 years where he led several turnaround and growth initiatives including an overseas assignment based in the UK. Roles included positions at four different ServiceMaster companies, including President of Terminix Europe, Senior Vice President of American Residential Services, Division Vice President for Terminix. He received a B.S. from Slippery Rock University of Pennsylvania and an MBA equivalent through an internal MBA program provided by ServiceMaster.

Ian G. Ross, Partner

Ian is a Partner with Concentric Equity Partners and joined the firm in 2007. He is responsible for originating new investment opportunities, executing new investments and working with portfolio companies. Prior to joining Concentric, he was with the Edgewater Funds where he focused on sourcing new investments and working with portfolio companies with an industry focus on business services and healthcare services. Prior to joining Edgewater, Ian spent five years with Lincoln International, an investment banking firm based in Chicago. Prior to Lincoln, Ian spent two years with GE Capital Corporation in the corporate lending department. Ian also worked for a joint venture between GE Capital and The Goldman Sachs Group, Inc. in Bangkok, Thailand. He received his B.A. in finance, with honors, from Michigan State University and his M.B.A. degree from the University of Chicago Booth School of Business. Ian is a member of the steering committee for the Chicago Private Equity Network (CPEN) and a board member of the Financial Markets Institute at Michigan State University.
Frank A. Reppenhagen, Partner

Frank is a Partner with Concentric Equity Partners and originally joined the firm in 2004. He is responsible for originating new investment opportunities, executing new investments and working with portfolio companies. In 2012, with backing from FIC and other investors he established Community BanCapital (CBC). CBC is a community bank-focused investment fund which was designed to take advantage of a temporary market opportunity. Beginning in 2015, following the successful investing period of CBC, Frank returned to CEP and splits his responsibilities between managing CBC, originating new investment opportunities on behalf of CEP, and working with portfolio companies. For new investments, he focuses primarily on opportunities in Colorado, Pacific Northwest, and in the financial services industry (nationally). Frank earned a B.S. in Industrial Engineering from SUNY Buffalo and his M.B.A. from the University of Chicago Booth School of Business.

Portfolio Company Responsibility

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Nicholas W. Sayers, Principal

Nick is a Principal with Concentric Equity Partners and joined the firm in 2009. He is responsible for originating new investment opportunities, executing new investments and working with portfolio companies. Prior to joining Concentric, he was with CIVC Partners, a Chicago-based private equity firm, where he focused on business services and financial services companies. Prior to joining CIVC, Nick spent two and half years with Lincoln International, an investment banking firm based in Chicago. In addition to his portfolio company responsibilities, Nick serves on the board of the Florida Venture Forum and Foundations College Prep. He received a Bachelor of Science degree in Business Administration from Washington and Lee University, where he graduated magna cum laude and was elected Phi Beta Kappa and Beta Gamma Sigma, and a Master of Business Administration from the University of Chicago Booth School of Business.
Jeremy Werner, Associate

Jeremy is an Associate with Concentric Equity Partners and joined the firm in 2014. He is responsible for originating new investment opportunities, executing new investments and working with portfolio companies. Prior to joining Concentric, Jeremy spent two years at Credit Suisse, an investment banking firm based in Chicago. While there he focused on M&A, debt and equity products in the global industrials and diversified services industries. Prior to Credit Suisse, Jeremy received a Bachelor of Business Administration from the University of Michigan Ross School of Business where he graduated with honors.
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