



# METROPOLITAN

Metropolitan Partners Group is a private investment firm that provides asset-based capital to non-sponsored businesses in the domestic lower middle market space, unconstrained by industry or asset class. We work directly with business owners and management teams to grow their balance sheets and build lasting value with our tailored capital solutions, while aiming to provide downside protection to our investors.

## ABOUT US

150+  
Investments Made

\$2.7 B  
Deployed

\$1.5 B  
AUM

## CURRENT INVESTMENT VEHICLES <sup>1</sup>

\$963+ M  
Investable Capital <sup>2</sup>

## TARGET INVESTMENT CHARACTERISTICS

### Overview

Initial Size \$10M – \$50M  
Term 12 – 36 Months

### Company Characteristics

Enterprise Value \$10M – \$100M  
Geography US-Based  
Profile Owner Operated

### Sectors of Interest



Financial Services



Specialty Finance



Media



Technology



Business Services



Agriculture & Related



Real Estate



Industrials



Other Sectors

### Supported Transaction Types



Fundamental Growth



Asset Aggregation



Customer Acquisitions



Acquisitions



Special Situations



Unlocking Cash Flows



Intangible Asset Finance



Asset Transformation

## FIRM DIFFERENTIATING ATTRIBUTES

- ✓ We specialize in providing **short-to-mid term, flexible financings** that help drive value in the deeply underserved **lower middle market** and **various niche asset classes**
- ✓ We are a **less-dilutive equity alternative**, providing capital to allow management teams to execute on immediate business and growth goals
- ✓ Large network of **operating experts & in-house asset management team** standing by to help
- ✓ Reliable, responsive partner that **sticks to our timelines and delivers on our commitments**
- ✓ **Sophisticated** investor ready to tackle **complex situations** with **creative structures and tailored financing** for each situation or asset
- ✓ Established reputation in the marketplace as an **empathetic & flexible** investor that **acts fast** for scaling companies, asset aggregation & special situations

## GET IN TOUCH | OUR SENIOR INVESTMENT TEAM

Paul Lisiak



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Richard Lin



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Deal Team  
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## HOW WE WORK WITH OPERATING / SECTOR EXPERTS

- Metropolitan works with Operating / Sector Experts throughout the 360° investment lifecycle ranging from investment thesis development, industry understanding, deal sourcing, and diligence, to operational recovery and/or portfolio company board observation.
- Experts can engage with Metropolitan on a short-term project/per deal basis or in long-term engagements.
- Our most successful Experts have effectively translated their industry insight and connections into repeat deal originations and later became Metropolitan advisors in diligence and portfolio company oversight

## WHAT WE LOOK FOR IN OPERATING / SECTOR EXPERTS

- **DIRECT RELEVANT EXPERIENCE:** Senior executive w/20-40+ years of sector experience. Demonstrated track record
- **MULTI-DIMENSIONAL VALUE:** Well-connected expert with ability to add value in operations, deal sourcing, diligence, market understanding and investment thesis development
- **PASSION:** Demonstrable enthusiasm in a sector. Ability to positively impact potential investments or portfolio companies as a Metropolitan brand ambassador
- **AVAILABILITY:** Metropolitan is a flexible partner; we generally seek to work around our experts' schedules. However, opportunities do arise unexpectedly which may demand immediate attention, and we seek experts who can engage accordingly

## VALUE CREATION BY OPERATING / SECTOR EXPERTS

- **FACILITATE A DEEPER UNDERSTANDING:** Experts' experience helps Metropolitan gain further appreciation and deeper understanding of our potential borrowers' operations and competitive landscape
- **COLLABORATE IN PROBLEM SOLVING:** Experts help solve operational challenges and navigate sector headwinds from the start of the diligence process
- **HELP ACCELERATE BORROWER TIMELINES:** Help Metropolitan's investment team shorten deal closing deadlines and accelerate the diligence process and allow our borrowers to meet their business needs
- **FACILITATE WIN-WIN PARTNERSHIPS:** Veteran Experts can add value to management teams who are working with institutional capital providers for the first time

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## ENDNOTES

<sup>1</sup> Current investment vehicles include Metropolitan advised funds that are in their investment period.

<sup>2</sup> Investable capital represents investor commitments plus leverage secured to make and hold investments as of 3.31.24.

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