

# News From Skyline Global Partners



## Skyline Global Partners

### Skyline Partners with Experienced CEO to Pursue Marketing Services Platform Investments

Skyline Global Partners LLC has partnered with Michael Kent, an experienced CEO and senior executive from the **marketing services** industry, to identify and acquire new investment platforms with \$20-100 million of revenue or more. Mike has over twenty five years of experience as a C-level executive focused on corporate strategy, business development, M&A, and product/service innovation. He has a consistent track record of leading rapid growth companies and improving financial and operating performance as a senior executive, board member, consultant, and investor in privately-held and private equity-backed marketing services, consumer packaged goods, and healthcare companies. We are interested in a **broad range of marketing services** companies, including:

- Direct Marketing
- Experiential & Event Marketing
- Mobile Marketing
- Shopper Marketing
- Digital Media & Social Networking
- Multimedia Production
- Sports Marketing
- Consumer Insights
- Sampling
- Sponsorships
- Retail
- Niche Branded Foods

We welcome referrals from intermediaries regarding applicable investment opportunities.

### About Skyline Global Partners

Skyline Global Partners LLC is a lower middle market private equity firm based in Chicago, Illinois. We focus on buyouts and growth equity investments in the United States and Canada. Skyline targets companies in the healthcare, manufacturing,

### Skyline Overview

#### Investment Focus

##### **Investment Structures:**

- Â• Management Buyouts
- Â• Recapitalizations
- Â• Growth Equity

##### **Investment Criteria:**

- Â• Invest \$10-\$100 million in equity
- Â• Revenue of \$20-\$100 million
- Â• EBITDA of \$3-\$15 million
- Â• Strong management team
- Â• Large, growing market
- Â• Product/service with sustainable competitive differentiation/advantage
- Â• Diversified customer/supplier base
- Â• Recurring revenues
- Â• Low capital expenditures

##### **Industries:**

- Â• Healthcare
- Â• Manufacturing
- Â• Business Services
- Â• Software
- Â• Consumer

### Investment Professionals

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business services, software, and consumer sectors.

We seek companies that are entrepreneurial, growing and profitable. Skyline believes lower middle market companies to be most representative of these characteristics. We partner with management teams to provide capital and strategic guidance for shareholder value enhancement.

Global businesses or those with global aspirations are of significant interest to us. Our worldwide contacts bring a unique set of relationships and strategic value add to the management teams and companies that we partner with and invest in.

Our investment professionals have over 50 years of experience in private equity, investment banking, commercial lending, entrepreneurship, operations, strategy consulting and executive search. We bring this wealth of knowledge to the benefit of our portfolio companies.

More information on Skyline can be found at: [www.skylinegp.com](http://www.skylinegp.com) .

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