

Capital. Expertise. Integrity.

Shamrock Capital Partners is a closely held private equity buyout group that acquires, manages and builds companies in partnership with existing management. We specialize in management buyouts, owner recapitalizations, consolidation strategies and family successions. We partner with management groups on results-oriented strategic planning, operations improvement, and sales and marketing strategies. We concentrate on working with small to middle market profitable companies with revenues of \$5 million to \$50 million and positive EBITDA.

About Us

Our History

Shamrock Capital Partners was founded by Ray E. Lopez and the Worth Family of Greensboro, North Carolina. Mr. Lopez is a former venture capitalist, private equity manager and serial entrepreneur. The Worth Family owns a portfolio consisting of affiliated companies located throughout the United States. The partners of Shamrock Capital have made numerous investments and acquisitions over the years and have a strong record of managing and building profitable companies.

Our Mission

Shamrock Capital's mission is to provide patient capital to small and medium sized companies and to partner with management to generate outstanding returns. In addition, Shamrock Capital may provide additional funds to support the continued business growth of our partner companies, including add-on acquisitions and industry consolidations.

Shamrock Advantages

- **Flexibility** - Shamrock Capital understands the interests and needs of shareholders, owners, operating managers, employees and the surrounding community. Each investment is customized to address and satisfy the needs of all parties involved.
- **Equity Position for Management and Sellers** - Shamrock Capital is focused on partnering with management and provides management with substantial equity to ensure the team is rewarded for the value created as a leadership group. Through structured recapitalizations, owners can sell a portion of their equity position to secure personal liquidity while retaining an ownership interest as they continue to operate the business.
- **Future Growth** - Shamrock Capital is most interested in designing and implementing growth strategies with partner management groups. Shamrock Capital's specializes in originating, structuring and financing add-on acquisitions and consolidation strategies.
- **Confidentiality** - Discussions and shared information between Shamrock Capital and management are held in strict confidence. Shamrock Capital will sign Confidentiality Agreements and Non Disclosure Agreements whenever necessary. In addition, Shamrock Capital is a private company and is not required to report or share information with any public or private regulatory entity.
- **Transaction Closings** - As a privately held firm, Shamrock Capital has the ability to close transactions expeditiously. A typical Shamrock Capital transaction will close 60-90 days from introduction.

Our Management Team

Ray E. Lopez
Managing Partner
rlopez@shamrockcapital.com

Prior to starting Shamrock Capital Partners, Mr. Lopez was Vice President of Strategic Planning and Acquisitions for Shamrock Corporation. As Vice President, Mr. Lopez designed the planning, investment, business development and acquisition strategies for Shamrock Corporation and its portfolio companies.

In addition to merger and acquisition experience, Mr. Lopez has significant startup experience. In 1996, he founded Innovative Learning Products, Inc., a company sold in 1999 to Shamrock corporation. From 1990 through 1996, Mr. Lopez worked for Texas Commerce Bank, Columbine Venture Funds and Southwest Harvard Group, gaining significant banking, venture capital and private equity experience. Mr. Lopez is currently an active angel investor and a member of the Piedmont Angel Network. Mr. Lopez holds a B.B.A in Finance from the University of Notre Dame and an M.B.A. from Arizona State University.

Mr. Lopez's primary responsibilities at Shamrock Capital include originating deal flow, qualifying acquisition opportunities, structuring and negotiating transactions, performing due diligence, arranging financing and working with all Shamrock Capital companies on various strategic planning, sales and marketing initiatives, and operations.

Steve Wulf
Managing Partner
swulf@shamrockcapital.com

Prior to joining Shamrock Capital Partners, Mr. Wulf was an executive at ClaimIQ, a venture-backed enterprise software company. As Vice President and a member of the senior management team, Mr. Wulf led the company from startup in 2000 through acquisition in 2005. During his tenure, Mr. Wulf succeeded in managing early-stage company launch, obtaining financing, developing product and sales strategies, selling and delivering solutions, managing large accounts and building a services organization.

In addition, Mr. Wulf has over 12 years of strategic and operational management consulting experience with Deloitte Consulting and Ernst & Young. During that time, he focused on operations and product development strategies, customer relationship management and supply chain management for manufacturing and high-tech companies. Mr. Wulf holds a B.B.A. and M.B.A. from the University of Notre Dame and is a Certified Public Accountant.

Mr. Wulf's primary responsibilities at Shamrock Capital include identifying prospective acquisition companies, performing due diligence, structuring and negotiating transactions, managing the transaction close and working with all Shamrock companies on strategy, operations and technology issues.

David M. Worth
Special Limited Partner

Mr. Worth is co-founder of Shamrock Capital Partners and is an owner, Chairman & CEO of Shamrock Corporation, a large, privately held, family operated, consumer products company. Shamrock Corporation owns a portfolio of businesses located throughout the United States. Mr. Worth is a member of the Regional Advisory Board of Wachovia Bank and a board member of the Community Foundation of Greater Greensboro. Mr. Worth holds a B.A. in History from the University of North Carolina at Chapel Hill.

Robert P. Worth
Special Limited Partner

Mr. Worth is co-founder of Shamrock Capital Partners. Mr. Worth is an owner, Executive Vice President & Treasurer of Shamrock Corporation, a large, privately held, family operated, consumer products company. Shamrock Corporation owns a portfolio of businesses located throughout the United States. In addition, Mr. Worth is President of Southern Securities, Ltd., a privately held company engaged in wholesale sales of raw paper, equipment and real estate leasing, real estate development, and various investment activities. Mr. Worth practiced law for the District Attorney in Greensboro, NC for several years. He holds a B.A. from the University of North Carolina and a J.D. from the University of North Carolina School of Law.

Investment Criteria

Criteria:

- Industry Preferences:
 - Distribution
 - Manufacturing
 - Services
 - Enterprise Software
 - Diversified
- Strong management team with a proven track record.
- Companies that are market leaders and industry leaders.
- Diverse customer base with no customer representing more than 20% of sales.
- Revenues: \$5 - \$50 million.
- Positive EBITDA: \$500,000 - \$2 million.
- Geographic Preference:
 - Southeast United States

Industries we avoid:

- Commodity products
- Early stage ventures
- Entertainment
- Restaurants
- Retail

Transaction Types

- **Owner Recapitalizations** - A recapitalization allows an owner to attain personal liquidity and continue as an integral part of the management team. In addition, owners retain a significant equity position to participate in the company's growth and increased value. Many owners use the recapitalization for estate planning purposes and net worth diversification. Furthermore, Shamrock Capital will provide the necessary capital needed to grow companies internally and through acquisitions, without additional capital contributions from the owner(s) or management team.
- **Management Buyouts** - Shamrock Capital establishes a true partnership with management when acquiring a company. Typically, the management team has a proven track record operating the business, but they do not own the company. Shamrock Capital will provide the funding, deal structuring and strategic planning to assist management with purchasing the company. In addition, management receives a generous ownership stake allowing them to participate in the company upside.
- **Management Buy-Ins**- Shamrock Capital specializes in partnering with outside management to acquire companies. The outside management must demonstrate strong industry knowledge and retain operating experience relevant to that of the acquiring company. Shamrock Capital has the ability to identify and hire management when required. Corporate Divestitures - Shamrock Capital partners with managers to acquire divisions of large parent companies. Many corporations are divesting of profitable divisions. Often these divisions are operated by experienced management teams interested in acquiring the business. In these situations, Shamrock Capital will provide the necessary funding and can quickly and efficiently close the transaction.
- **Family Successions** - Shamrock Capital understands family operated businesses and can partner with family members to purchase the ownership interest from the senior generation or from outside shareholders. Selling shareholders achieve personal liquidity to meet estate planning goals and net worth diversification. Active family operators gain a partner with financial credibility, integrity and the proven capacity to inject additional capital for future growth. The business will remain in the family and preserve its identity in the community.
- **Industry Consolidations** - Shamrock Capital will provide funding to managers to acquire companies within their industry. Shamrock Capital specializes in strategic acquisitions and will partner with proven managers to consolidate businesses within a fragmented industry. Furthermore, Shamrock Capital will support acquiring strategic assets and important product lines that add value to a company.



Portfolio

Current Holdings:

- Innisbrook Gift Wrap
- Shamrock Gift Wrap and Accessories
- Innisbrook School Supplies
- Shamrock Tipping
- Helen Grace Chocolates
- ContraVac, Inc.

Previous Holdings:

- ClaimIQ, Inc.
- Innovative Learning Products, Inc.

Contact Us

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