



HCP & COMPANY

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HCP is a US-focused private equity firm with \$215 million of capital under management across two funds. Since its founding in 2003, HCP has completed approximately 20 platform and add-on acquisition transactions in the United States and Puerto Rico. We focus on *growth equity and buyout investments in lower-middle market companies* with compelling value propositions, positive cash flow and annual revenues in excess of \$7.5 million.

HCP's investment professionals have over 75 years of combined experience in private equity, operations and investment banking. The team has built an extensive track record of helping entrepreneurs maximize value across a broad spectrum of industries. HCP's seeks to generate sustainable, long-term value for its partners through the pursuit of sector-specific and demographic investment strategies.

SECTOR APPROACH

By leveraging its track record, resources and experience as a "company builder," HCP will pursue select lower-middle market transactions within attractive growth industries regardless of demographic profile. Sectors of interest include:

- *Business Services*
- *Consumer Products*
- *Education*
- *Healthcare Services*

DEMOGRAPHIC APPROACH

The single most significant demographic change in recent United States history is the dramatic increase in the country's Hispanic population. HCP believes that the non-cyclical nature of these Hispanic demographic trends present compelling and sustainable investment opportunities across a wide array of industries (industry generalist thesis). HCP has established itself as the leading private equity fund to companies that are either strategically targeting the U.S. Hispanic market for growth and/or are Hispanic-owned or managed.

INVESTMENT PARAMETERS

Companies must possess compelling value propositions, sustainable competitive advantages, and proven business models. Specific investment criteria for HCP investments are as follows:

Geography:

- Companies headquartered in the United States and Puerto Rico

Company Size:

- Net revenues of +\$7.5 million
- Positive EBITDA

Stage:

- Growth & later stage
(no early stage or start-up businesses)

HCP Equity Investment:

- \$5.0 - \$22.5 million
- Additional equity capacity with Limited Partner co-investments

Ownership:

- Control or minority equity positions
- Co-investment with equity sponsors

FUND II PORTFOLIO

Language Stars – *Education*
Collaborative Learning – *Education*
NYX – *Consumer Products*
Polaris Hospital Company – *Healthcare Services*
Career Training Academy – *Education*

FUND I PORTFOLIO

PrensAmerica – *Print Media (realized)*
Samy Companies – *Consumer Products (realized)*
CSA Group – *Business Services*
Master Restaurant Developers – *Food & Beverage*
NEPS – *Business Services*

PROFESSIONALS

Victor L. Maruri
Carlos L. Signoret
Amador S. Bustos
James A. Bland
Richard A. Rincon
Jason F. Shafer
David A. Prekop