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We see opportunities others don't and invest like others can't

The private investment firm of Sam Zell.

UNRESTRICTED COMMITTED CAPITAL

Equity Group Investments (EGI) is backed by private capital, which enables us to be highly flexible in where, when and how we invest.

We often pursue long-term investments because we have no predetermined time horizons. We are highly selective because we are under no pressure to deploy capital. When times get tough, we have staying power. We believe that every investment we make has the potential for outsized returns.

Founded as an investment firm more than 50 years ago, EGI has originated, rescued, and grown multi-billion-dollar companies across numerous industries.

OPEN INVESTMENT MANDATE

- » Any industry or geography
- » Public or private companies
- » Controlling or non-controlling interests
- » Debt or equity
- » Short- or long-term
- » Any point in the economic cycle

A PARTNER WHO SHARES THE RISK

Sam – and every one of our senior investment professionals – commits their own capital to every one of our deals.

BUILDING BUSINESSES

EGI provides **more than just capital.** Investments may come to us with an immediate need, but in general, we partner with management teams to build their businesses, usually over the long-term. We offer our portfolio companies decades of investing, strategic planning and operating expertise, and we deliver the resources needed for growth -- from turning boards into high-performing consultancies for the business; to mining our network for pipeline opportunities; to helping management redirect a company division; and everything else in between.

• Growth Platforms

We exponentially scale businesses. We find companies with great foundations and we help them develop the infrastructure and capabilities to grow to the next level.

Dislocations

We can invest in capital-constrained environments, and we often secure a first-mover advantage. Usually counter-intuitive, dislocations are the hallmark of contrarian investments that built EGI.

Operational Turnarounds

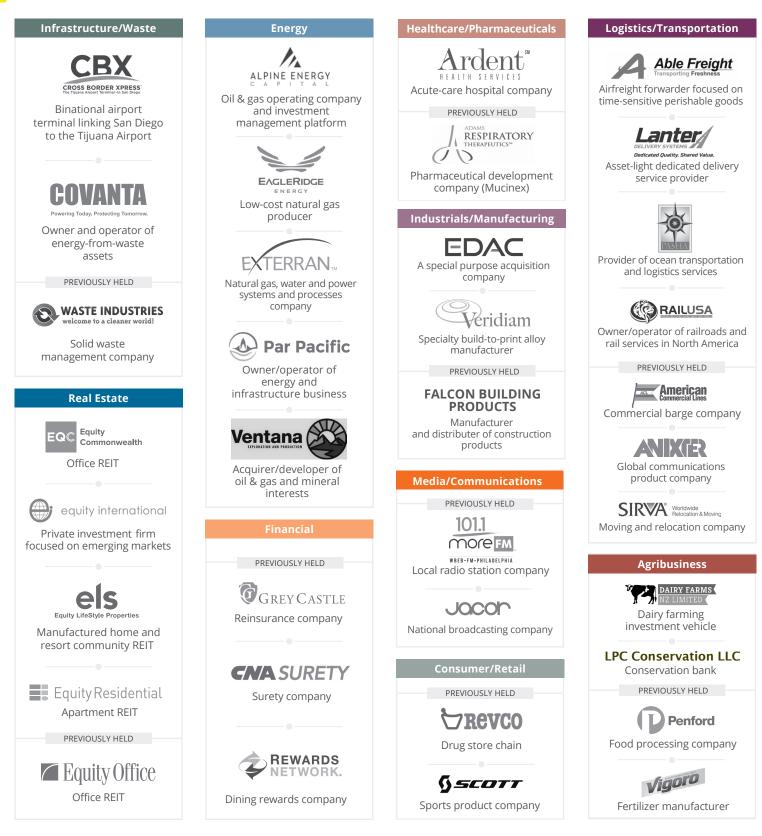
We apply deep operational expertise from inhouse and in-network resources to turn poorperforming companies around. We work with management teams to set the most effective strategy, prioritize which initiatives will efficiently achieve our aligned goals, and ensure the resources are available to get them done.

- Need for Speed and Certainty Unlimited access to our principal, Sam, and a bureaucratic-free structure enable us to move quickly. Moreover, we have a reputation for doing what we say we'll do.
- Financial Restructurings

We unravel complexity, identify optimal solutions, and serve as a stabilizing force for management during transitions. We also have a long track record of maximizing tax-efficient assets so troubled companies can become growth vehicles - (E.g. NOLS, MLPS).

• Active Public Company Ownership In partnership with management, we accelerate change within a company to unlock value. We apply a well-earned reputation for strong governance and often guide course corrections to head off crises.

Building Businesses



Equity Group Investments

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