

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

The private investment firm of Sam Zell.

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## 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 in-house and in-network resources to turn poor-performing 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

## Infrastructure/Waste



Binational airport terminal linking San Diego to the Tijuana Airport

PREVIOUSLY HELD



Owner and operator of energy-from-waste assets



Solid waste management company

## Real Estate



Office REIT



Private investment firm focused on emerging markets



Manufactured home and resort community REIT



Apartment REIT

PREVIOUSLY HELD



Office REIT

## Consumer/Retail

PREVIOUSLY HELD



Drug store chain



Sports product company

## Energy



Oil & gas operating company and investment management platform



Low-cost natural gas producer



Systems and processes company for oil, gas, water and power



Operates energy assets along with related infrastructure and retail business



Acquirer/developer of oil & gas and mineral interests

## Agribusiness



Dairy farming investment vehicle



Conservation bank

PREVIOUSLY HELD



Food processing company



Fertilizer manufacturer

## Healthcare/Pharmaceuticals



Acute-care hospital company

PREVIOUSLY HELD



Pharmaceutical development company (Mucinex)

## Industrials/Manufacturing



Global leader in clean process technologies



A special purpose acquisition company



Specialty build-to-print alloy manufacturer

PREVIOUSLY HELD



Manufacturer and distributor of construction products

## Financial

PREVIOUSLY HELD



Reinsurance company



Surety company



Dining rewards company

## Logistics/Transportation



Temperature-controlled logistics services to the food and beverage industry



Airfreight forwarder focused on time-sensitive perishable goods



Asset-light dedicated delivery service provider



Provider of ocean transportation and logistics services



For-hire truckload carrier offering regional truckload, dedicated truckload, intermodal and logistics services



Owner/operator of railroads and rail services in North America

PREVIOUSLY HELD



Commercial barge company



Global communications product company



Moving and relocation company

## Media/Communications

PREVIOUSLY HELD



National broadcasting company



Local radio station company

## Equity Group Investments

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