



RLJ EQUITY PARTNERS



NEWS RELEASE **FOR IMMEDIATE RELEASE**

RLJ EQUITY PARTNERS, LLC ACQUIRES NAYLOR, LLC

Naylor is a preeminent provider of outsourced business and communications services in North America

BETHESDA, MD//DECEMBER 18, 2013// RLJ Equity Partners, LLC, an RLJ portfolio company, today announced its acquisition of Naylor, LLC (Naylor), a leading provider of outsourced business and communications services for the North American association marketplace.

Founded in 1969, Naylor provides customized communications and business services that include a full suite of print and digital media, event management, exchange event and related marketing and business services for over 450 associations in the United States and Canada. Naylor's comprehensive services help associations communicate with members, build their brands, and generate important non-dues revenue.

"Naylor is the leading brand in the outsourced communications and business services marketplace for associations in North America," said Jerry L. Johnson, Managing Director of RLJ Equity Partners and the new Chairman of Naylor, LLC. "The company has a longstanding history of providing the most innovative and the highest quality of services to its customers. We are excited to partner with CEO Alex DeBarr and his management team to capitalize on the company's significant growth opportunities via organic growth and acquisitions."

"We are delighted to join forces with RLJ Equity Partners," said Alex DeBarr, CEO of Naylor. "We are confident that partnering with the RLJ team will help Naylor continue to thrive, evolve, and expand the services we provide our association partners, advertisers and exhibitors."

Naylor maintains multi-year exclusive contractual relationships with more than 450 professional and trade associations representing more than 110 industries. The company focuses its business on print, digital, events and marketing and has recently introduced several new products and services, and in late 2012 acquired appointment event portfolio Global Exchange Events.

RLJ Equity Partners, LLC was joined in the transaction by RLJ Credit Opportunity Fund, LLC, which is also an RLJ portfolio company; Brookside Mezzanine, LLC; NewStar Financial; and Madison Capital Funding, LLC. Naylor was advised in the transaction by Piper Jaffray & Co.

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About RLJ Equity Partners

RLJ Equity Partners is a middle-market private equity firm focused on generating long-term capital appreciation by investing in profitable and growing businesses led by strong management teams. Founded in 2006 by Robert L. Johnson and managing partner Rufus H. Rivers in partnership with The Carlyle Group, RLJ originates structures and invests in traditional buy-outs, recapitalizations, and growth capital infusions. RLJ Equity Partners is a portfolio company of The RLJ Companies. For additional information please visit: www.rljequitypartners.com.

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