



Chris Zakhem
Senior Associate

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EDUCATION & CERTIFICATION

- B.S. Finance – Gies College of Business at the University of Illinois
- Minor in Chemistry – University of Illinois

Chris currently serves as a Senior Associate where he is responsible for conducting financial and operational analysis, developing key performance indicators, supporting value creation initiatives, constructing 13-week cash flows, analyzing working capital assessments and assisting in the overall implementation of value maximization strategies

Prior to joining Portage Point, Chris was a Private Equity Associate at Incline Equity Partners where he was responsible for evaluating, analyzing and performing due diligence on new investments as well as monitoring portfolio companies. Previously, Chris was an Investment Banking Analyst in the Services & Industrials Group at William Blair and an Investment Banking Analyst at Duff & Phelps

Chris graduated with High Honors from the Gies College of Business at the University of Illinois at Urbana-Champaign with a B.S. in Finance and Minor in Chemistry

Manufacturer of Engineered Materials

Platform acquisition of a specialty manufacturer of horticulture, erosion control and other products. Performed primary due diligence to determine customer performance, the drivers of growth and the ramp of new product launches. Developed a bottoms-up financial projection model. Prepared and presented materials to the investment committee and lending partners. Collaborated with management to create financial and KPI trackers. Diligenced and completed one add-on acquisition to create a presence in a new geography

Distributor of Industrial Fasteners

Coverage of a distributor of industrial fasteners and other components. Diligenced and completed four add-on acquisitions to expand the footprint and diversify end markets. Supported opportunistic debt refinance driving improved terms and lower the cost of capital.

Franchisor of Commercial Services

Coverage of a franchisor platform of business-to-business services. Prepared a rolling 13-week cash flow forecast to monitor liquidity. Refinanced outstanding debt to lower the overall cost of capital. Created financial models to present the effect of the refinancing and acquisitions on returns. Diligenced and closed two add-on acquisitions to expand the company's franchise offerings

Outsourced Services Provider

Platform acquisition of a third-party maintenance provider for electrical systems. Performed primary due diligence to determine contract renewal / performance and cross-selling services. Analyzed historical financials and bookings trends and created a financial projection model. Prepared and presented materials to the investment committee and lending partners