



FOR IMMEDIATE RELEASE

**THE ZIEGLER COMPANIES, INC AND ZIEGLER LINK•AGE FUND II, L.P. ANNOUNCE A STRATEGIC INVESTMENT IN PS SALON & SPA**

**Chicago, Ill. and Cleveland, Ohio — January 16, 2019 — The Ziegler Companies, Inc. (Ziegler), Ziegler Link•Age Fund II, L.P. (the “Fund”) and PS Salon & Spa, the largest professional salon and spa operator in the national senior living market, are pleased to announce that Ziegler and the Fund have made strategic investments in PS Salon & Spa.**

The Fund, a growth-oriented innovation fund, is focused on technology, tech-enabled services and emerging care delivery models in the post-acute and aging markets. The Limited Partner investors include not-for-profit and for-profit senior living providers, health systems and other strategic healthcare investors and organizations. The goal for the Limited Partners is not only to provide a financial return, but to also provide a lens into new care delivery models, innovative digital health and technology solutions and other related stories connecting and enhancing the continuum of care of the aging population.

John Hopper, chief investment officer of Ziegler Link-Age Fund II, stated, “We are very excited to be a shareholder in PS Salon & Spa. PS is amazingly good at customer service and finding innovative ways to serve their clientele. We are excited to be able to spread that news amongst our LP Investors.”

PS Salon & Spa operates with the simple goal of transforming senior community “beauty shops” into professional salons and spas. After a decade of pioneering operational and technological innovations, securing partnership with global brands like Paul Mitchell, and supporting 1,600 employees who’ve delivered more than five million services in over 880 locations, PS has established itself as the senior community industry salon and spa leader.

Dan Hermann, president and CEO of Ziegler, stated, “Ziegler’s mission to generate a positive impact on the communities we serve is reflected in PS Salon & Spa through not only their high quality amenity and lifestyle service offerings, but also their commitment to enhancing the aging experience and creating meaningful connections with their senior clients.” Mr. Hermann continued, “Ziegler’s investment in PS Salon & Spa is a logical extension of the combination of our shared values and the sheer number of our clients that have currently partnered with PS Salon & Spa. We are eager to build on this relationship and leverage our deep industry connections to help PS continue to grow.”

“Our values, our commitment to people, and our mission-driven, service culture are in complete alignment with Ziegler, Link-Age and the Fund’s Limited Partners,” commented John Polatz, co-founder and CEO of PS Salon & Spa. “Working together, we look forward to continuing to enhance the daily lives and lifestyles of hundreds of thousands of seniors, their families and community team members.”

#### **ABOUT PS SALON & SPA:**

PS Salon & Spa was founded in 2008 with the simple goal of transforming senior community “beauty shops” into professional salons and spas. Today, its more than 1,600 employees manage all aspects of over 880 salon and spa operations within senior communities, providing professional service, best-in-class products and peace of mind to hundreds of thousands of residents, family and caregiver clients nationwide. The company invests unprecedented time, attention and resources into its people and partnerships, boosting the marketability of its partner communities while simultaneously enhancing resident and family satisfaction. For more information, please visit [www.salonps.com](http://www.salonps.com).

#### **ABOUT THE ZIEGLER LINK•AGE FUND II, LP:**

The Ziegler Link•Age Fund II, LP is a limited partnership that seeks to invest in companies who are improving aging and post-acute services in the United States and around the world. The Fund, with \$37,000,000 of assets, seeks to invest in growth companies who are able to dramatically improve the healthcare IT or healthcare services landscape for our aging population. The Fund’s Limited Partners include many the most innovative and progressive senior living providers, healthcare systems and strategic service providers in the United States, Canada and Australia. The Fund is a sister fund of the Ziegler Link•Age Longevity Fund, LP, which was formed in 2014. The General Partner of the Fund is a joint venture between Ziegler and Link•Age.

## **ABOUT THE FUND SPONSORS:**

### **Ziegler**

Ziegler is a privately held investment bank, capital markets and proprietary investments firm. Specializing in the healthcare, senior living and education sectors, as well as general municipal and structured finance, enables Ziegler to generate a positive impact on the clients and communities it serves. Headquartered in Chicago with regional and branch offices throughout the United States, Ziegler provides its clients with capital raising, strategic advisory services, equity and fixed income sales & trading and research.

Ziegler's Corporate Finance team is focused on delivering best-in-class advisory and financing solutions for companies and organizations across the healthcare industry. In our core practice areas of healthcare services, information technology, hospitals and senior living, Ziegler is one of the most active M&A firms offering innovative sell-side, buy-side, recapitalization/restructuring, equity private placement and strategic partnering services. To learn more, visit [www.ziegler.com](http://www.ziegler.com).

### **Link•Age Ventures**

Link•Age Ventures is an investment firm interested in investing in financially viable companies that provide products, services or technology to the aging marketplace. Link•Age Ventures is a “hybrid” firm in that it will invest in traditional venture capital opportunities and more established companies that fit its investment criteria. Link•Age Ventures looks to invest in companies that understand and can leverage the Link•Age network of 800 senior living communities and over 300,000 residents to grow their organizations. For more information on Link•Age Ventures, please visit [www.LinkageConnect.com](http://www.LinkageConnect.com).

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