



Fairmount
Partners



ABOUT US

A specialist investment bank advising middle market companies worldwide on mergers & acquisitions, financings and strategic planning.

Closed 300+ global transactions, in 25 countries, accounting for over \$17 billion in aggregate value for clients operating in the following sectors:

HEALTHCARE

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**HEALTHCARE &
PHARMACEUTICAL
TECHNOLOGIES**

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**CONSULTING &
TECHNOLOGY
SERVICES**

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TECHNOLOGY

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**INDUSTRIAL &
CONSUMER**

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HEALTHCARE

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
- Management Buyouts
- General Strategic & Financial Advisory
- Fairness Opinions

Client Company Characteristics:

- Domestic and International
- Founder and / or Entrepreneur-Driven
- Private and Institutionally-Backed
- Publicly Traded



 ACQUIRED BY A Portfolio Company Of 	 Former Subsidiary Of ACQUIRED BY 	 Former Business Unit Of MANAGEMENT BUYOUT	 ACQUIRED BY ALLIANCE FOR MULTISPECIALTY RESEARCH A Portfolio Company Of
 ACQUIRED BY CLINICAL RESEARCH A Portfolio Company Of 	 Former Subsidiary Of ACQUIRED BY 	 INVESTMENT FROM 	 ACQUIRED BY A Portfolio Company Of KNOX-LANE
 ACQUIRED BY 	 ACQUIRED BY A Portfolio Company Of 	 RECAPITALIZATION BY EQUITY PARTNERS	 ACQUIRED BY The Asia Pacific CRO A Portfolio Company Of
 Former Business Unit Of ACQUIRED BY 	 ACQUIRED BY 	 Formulation Development and Clinical Supply Manufacturing Pharma RECAPITALIZATION BY 	 ALLIANCE FOR MULTISPECIALTY RESEARCH ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY An Investment Of 	 A Portfolio Company Of ACQUIRED BY 	 WISS COPERNICUS GROUP ACQUISITION OF

Sector Specializations:

- Clinical Research Organizations (CROs)
- Contract Development and Manufacturing Organizations (CDMOs)
- Research Sites and Site Services
- Pharma Commercialization Consulting and Support
- Medical and Scientific Communications
- Contract Sales & Marketing
- Regulatory, Safety & Consulting
- Specialty Distribution and Patient Support
- Preclinical & Discovery Services
- Bioanalytical, Central Labs and Imaging
- Diagnostic and Diversified Labs

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HEALTHCARE & PHARMACEUTICAL TECHNOLOGIES

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
- Management Buyouts
- General Strategic & Financial Advisory
- Fairness Opinions

Client Company Characteristics:

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 ACQUISITION OF 	 ACQUIRED BY A Portfolio Company Of NORDIC CAPITAL	 FAIRNESS OPINION Recapitalization Transaction (Structured as GP-led Secondary Through a Continuation Vehicle Managed by NewSpring Healthcare)	 ACQUIRED BY
 STRATEGIC ADVISORY	 ACQUIRED BY And 	 ACQUISITION OF 	 ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY 	 Portfolio Company Of ACQUISITION OF 	 RECAPITALIZATION BY
 STRATEGIC ADVISORY	 ACQUISITION OF 	 ACQUIRED BY 	 ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY



Sector Specializations:

- Advanced Pharma, Provider, and Payor Technologies & Services
- Practice Management Systems and Specialty Electronic Health Records
- Population Health Management Software
- Revenue Cycle Management Technologies
- Clinical Trial Management, Payments & Recruitment Software
- Pharmacy-Related Technologies & Applications

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CONSULTING & TECHNOLOGY SERVICES

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
- Management Buyouts
- General Strategic & Financial Advisory
- Fairness Opinions

Client Company Characteristics:

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 The NONPROFIT accounting specialists™ INVESTMENT FROM 	 Former Subsidiary Of ACQUIRED BY 	 A Portfolio Company Of ACQUISITION OF 	 AN EDUCATION SERVICE PARTNER ACQUIRED BY
 INVESTMENT FROM 	 ACQUIRED BY 	 INVESTMENT FROM 	 ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY A Portfolio Company Of 	 ACQUIRED BY A Portfolio Company Of Baring Private Equity Asia
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY 	 GLOBAL WORKFORCE SOLUTIONS. MAXIMIZED. ACQUISITION OF Talent & Technology Solutions Business Unit Of
 ACQUIRED BY Portfolio Company Of 	 EXPERIENCE THAT WORKS™ ACQUIRED BY 	 ACQUIRED BY 	 FROM START TO FINISH RECAPITALIZATION BY

Sector Specializations:

- Niche Professional Staffing (Technology, Digital, Life Sciences, Healthcare, etc.)
- Digital Transformation
- Outsourced Accounting & Professional Services
- Cloud Migration & Enablement
- Enterprise Cloud Ecosystems
- Intelligent Automation & RPA
- Enterprise Application Consulting & Integration
- Software & Digital Engineering
- Management Consulting
- Digital Marketing & Agencies
- Managed IT Services
- Business Process Outsourcing
- Government IT Services

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TECHNOLOGY

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
- Management Buyouts
- General Strategic & Financial Advisory
- Fairness Opinions

Client Company Characteristics:

- Domestic and International
- Founder and / or Entrepreneur-Driven
- Private and Institutionally-Backed
- Publicly Traded



 INVESTMENT FROM Strategic Investor (Undisclosed)	 INVESTMENT FROM 	 ACQUIRED BY 	 ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY A Portfolio Company Of 	 ACQUIRED BY MCG ENERGY SOLUTIONS, LLC	 GROWTH INVESTMENT FROM
 ACQUIRED BY 	 ON TIME EVERY TIME ACQUIRED BY Marcou Transportation Group Parent Company Of 	 ACQUISITION OF 	 ACQUIRED BY
 ACQUIRED BY 	 Portfolio Company Of ACQUIRED BY INFORMATION SERVICES INC.	 ACQUIRED BY Portfolio Company Of 	 RECAPITALIZATION BY Bancroft Woods LLC
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY

Sector Specializations:

- Cloud Applications (SaaS)
- Vertical Applications (i.e., Healthcare, HR Tech, Energy, Financial, Aerospace & Defense)
- Enterprise Software
- Industrial Tech / Industry 4.0
- Internet of Things (IoT) & Embedded Technologies
- Data Aggregation & Analytics (“DAA”)
- Supply & Value-Chain Management
- Networking & Telecommunications
- Infrastructure Software
- Internet Commerce & Services

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INDUSTRIAL & CONSUMER

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
- Management Buyouts
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- Fairness Opinions

Client Company Characteristics:

- Domestic and International
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- Publicly Traded



 ACQUIRED BY 	 ACQUIRED BY 	 A Portfolio Company Of ACQUIRED BY One Equity Partners	 ACQUIRED BY
 ACQUISITION OF Medical Assets Of 	 INVESTMENT FROM 	 ACQUIRED BY 	 ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY
 DEBT RECAPITALIZATION 	 CREDIT FACILITIES FROM 	 ACQUIRED BY 	 ACQUIRED BY
 ACQUIRED BY 	 RECAPITALIZATION BY 	 SENIOR SECURED CREDIT FACILITIES	 RECAPITALIZATION BY

Sector Specializations:

- Niche Manufacturing
- Value-Added Distribution
- Commercial & Industrial Services
- Consumer & Retail

End Market Expertise:

- Aerospace & Defense
- Automotive Aftermarket
- Building & Construction
- Consumer & Retail
- Food & Beverage
- Heavy Industrial
- Oil & Gas

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