



Fairmount  
Partners



# ABOUT US

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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 &  
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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

 <small>Advancing Health</small> ACQUIRED BY  <small>A Portfolio Company Of</small> 	CURATOR   24 ACQUIRED BY  <small>A Portfolio Company Of</small> 	 ACQUIRED BY  <small>A Portfolio Company Of</small> 	 <small>Former Subsidiary Of</small>  ACQUIRED BY 
 <small>Former Business Unit Of</small>  MANAGEMENT BUYOUT	 ACQUIRED BY  <small>A Portfolio Company Of</small> 	 ACQUIRED BY  <small>A Portfolio Company Of</small> 	 <small>Former Subsidiary Of</small>  ACQUIRED BY 
 INVESTMENT FROM 	 ACQUIRED BY  <small>A Portfolio Company Of</small> 	 ACQUIRED BY 	 ACQUIRED BY  <small>A Portfolio Company Of</small> 
 RECAPITALIZATION BY 	 ACQUIRED BY  <small>The Asia-Pacific CRO</small> <small>A Portfolio Company Of</small> 	 <small>Former Business Unit Of</small>  ACQUIRED BY 	 ACQUIRED BY 
 <small>Formulation Development and Clinical Supply Manufacturing Pharma</small> RECAPITALIZATION BY 	 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY  <small>An Investment Of</small> 



## Sector Specializations:

- Preclinical & Discovery Services
- Clinical Research Organizations (CROs)
- Contract Development and Manufacturing Organizations (CDMOs)
- Research Sites and Site Services
- Commercialization & Consulting
- Market Access & Patient Access
- Medical & Scientific Communications
- Healthcare Agency Services
- Regulatory, Safety & Compliance
- Biometrics and Data Analysis
- Specialty Distribution and Patient Support
- Pharmaceutical and Medical Device Labs: Bioanalytical, Central Labs, Biomarker, Analytical, Extractables/Leachables, Release Testing
- 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:

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

 ACQUISITION OF 	 ACQUIRED BY  <small>A Portfolio Company Of</small>  <small>NORDIC CAPITAL</small>	 FAIRNESS OPINION <small>Recapitalization Transaction (Structured as GP-led Secondary Through a Continuation Vehicle Managed by NewSpring Healthcare)</small>	 ACQUIRED BY 
 STRATEGIC ADVISORY	 ACQUIRED BY  <small>And</small> 	 ACQUISITION OF 	 ACQUIRED BY 
 <small>We deliver patients</small> ACQUIRED BY 	 <small>INTELLIGENT VALUE</small> ACQUIRED BY 	 <small>Portfolio Company Of</small>  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 & 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:

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



 The <b>NONPROFIT</b> 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 	 OPTOME   PROPLUS 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
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- Publicly Traded

 INNOVATING A SAFER TOMORROW ACQUIRED BY  SOFTWARE TECHNOLOGIES A Portfolio Company Of 	 ACQUIRED BY 	 INVESTMENT FROM Industry-Leading Strategic Investor (Undisclosed)	 INVESTMENT FROM 
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY 	 Powering Enterprise Transformation ACQUIRED BY  A Portfolio Company Of 
 Intelligence. Empowered. ACQUIRED BY  MCG ENERGY SOLUTIONS, LLC	 GROWTH INVESTMENT FROM 	 Smart Solutions For Managing Facilities 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 
 ACQUIRED BY  Portfolio Company Of 	 RECAPITALIZATION BY Bancroft Woods LLC	 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
- General Strategic & Financial Advisory
- Fairness Opinions

## Client Company Characteristics:

- Domestic and International
- Founder and / or Entrepreneur-Driven
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- Publicly Traded



 WESTERMAN SELL-SIDE ADVISORY  Employee Stock Ownership Plan	 NWL ACQUIRED BY   amsc	 SHBELLCO ACQUIRED BY   ASSOCIATED TERMINALS	 BALLYMORE Safety Products A Portfolio Company Of  GRAYCLIFF PARTNERS ACQUIRED BY  One Equity Partners
 KISTLER O'BRIEN FIRE PROTECTION ACQUIRED BY   encore FIRE PROTECTION	 NIXON MEDICAL APPAREL & LINEN SERVICE SPECIALISTS ACQUISITION OF  Medical Assets Of  A Linen CONNECTION	 D7 DECON SEVEN INVESTMENT FROM   Johnsonville H.O.L.D.I.N.G.S. Family Owned Since 1945	 VINTAGE TUB & BATH ACQUIRED BY   AMERICAN BATH GROUP
Technical Distribution Services Division Of  Brighton Cromwell MISSION READY ACQUIRED BY   Triman INDUSTRIES A Portfolio Company Of  ae Industrial Partners	 WALNUT HOLLOW ACQUIRED BY   UFP INDUSTRIES	 DUCK DONUTS ACQUIRED BY   NEWSRING	 BALLYMORE VALLEY APPAREL ACQUIRED BY   GRAYCLIFF PARTNERS
 Electro-Miniatures Corp. Solutions Designed Around You ACQUIRED BY   SCHLEIFRING	 haskell DEBT RECAPITALIZATION   PNC	 DUCK DONUTS CREDIT FACILITIES FROM   CENTRIC BANK We Revolve Around You.	 TTC TELETRONICS TECHNOLOGY CORPORATION ACQUIRED BY   CURTISS-WRIGHT
 ESL ACQUIRED BY   FERRO	 Alderfer LEIDY'S ACQUIRED BY   Renoyo CAPITAL	 ELK LAKE CAPITAL RECAPITALIZATION BY   ELK LAKE CAPITAL	 GoodWest RECAPITALIZATION BY   Palladium EQUITY PARTNERS

## 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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