



# **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	HEALTHCARE &	CONSULTING &	TECHNOLOGY	INDUSTRIAL &
	PHARMACEUTICAL TECHNOLOGIES	TECHNOLOGY Services		CONSUMER
3	4	5	6	7



# **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**













ACP









avsbio

charles river

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A|C|P



Barrington James

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ORANGEWOOD



CORBALIS

RECAPITALIZATION BY

ArchiMed















# **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

# Contacts:

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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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STRATEGIC ADVISORY

















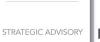


TELERX











**DHS** Group

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# **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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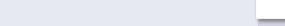








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# **CONSULTING &** TECHNOLOGY **SERVICES**

#### 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**









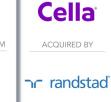






































# **Sector Specializations:**

- 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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Adecco







# **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**













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# **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:**

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















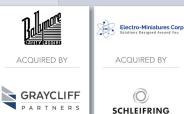
DUCKSDONUTS

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**UFP** INDUSTRIES







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# **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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