



FP 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

 <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</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
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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 & 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
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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 	 OPTIMIZE PROTECT 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

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 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:

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 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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