



Fairmount
Partners



ABOUT US

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

Closed 310+ 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 KNOX-LANE	 ACQUIRED BY A Portfolio Company Of GENSTAR	CURATOR 24 ACQUIRED BY A Portfolio Company Of TRINITY HUNT PARTNERS	 ACQUIRED BY A Portfolio Company Of NORDIC CAPITAL
 A Former Subsidiary Of ACQUIRED BY HEALWELL AI	 ACQUIRED BY A Portfolio Company Of 	 ACQUIRED BY A Portfolio Company Of A C P	 A Former Subsidiary Of ACQUIRED BY accenture
 INVESTMENT FROM Audax Private Equity	 ACQUIRED BY A Portfolio Company Of KNOX-LANE	 ACQUIRED BY 	 ACQUIRED BY A Portfolio Company Of astorg.
 RECAPITALIZATION BY 	 ACQUIRED BY A Portfolio Company Of TPG	 A Former Business Unit Of charles river ACQUIRED BY A C P	 ACQUIRED BY ORANGEWOOD
 RECAPITALIZATION BY 	 ACQUIRED BY 	 ACQUIRED BY OmnicomHealth	 ACQUIRED BY

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

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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 Integrated Wellness Solutions <small>Commercial Health Insurance</small>	 ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY 	 A Portfolio Company Of ACQUISITION OF safety solutions	 RECAPITALIZATION BY The Cooper Health System
 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
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 The NONPROFIT accounting specialists™ INVESTMENT FROM 	 A Former Subsidiary Of ACQUIRED BY 	 A Portfolio Company Of ACQUISITION OF 	 AN EDUCATION SERVICE PARTNER ACQUIRED BY
 INVESTMENT FROM 	 ACQUIRED BY 	 Custom Professional Services™ OPTOMI proVOCUS INVESTMENT FROM 	 ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY A Portfolio Company Of 	 ACQUIRED BY A Portfolio Company Of Barbag Private Equity Asia
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY 	 INTELLIGENCE IS HUMAN ACQUISITION OF Talent & Technology Solutions Business Unit Of
 ACQUIRED BY A Portfolio Company Of 	 ACQUIRED BY 	 ACQUIRED BY 	 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
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 A Portfolio Company Of ACQUISITION OF Talent Management Division Of	 INNOVATING A SAFER TOMORROW ACQUIRED BY SOFTWARE TECHNOLOGIES A Portfolio Company Of 	 ACQUIRED BY 	 INVESTMENT FROM Strategic Investor (Undisclosed)
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 INVESTMENT FROM 	 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY
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 Powering Enterprise Transformation ACQUIRED BY A Portfolio Company Of 	 Intelligence. Empowered. ACQUIRED BY MEG ENERGY SOLUTIONS, LLC	 GROWTH INVESTMENT FROM 	 Smart Solutions for Managing Facilities ACQUIRED BY
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 ACQUISITION OF 	 ACQUIRED BY 	 ACQUIRED BY 	 A Portfolio Company Of ACQUIRED BY
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 ACQUIRED BY A Portfolio Company Of 	 RECAPITALIZATION BY Bancroft Woods LLC	 ACQUIRED BY 	 ACQUIRED BY
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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:

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 A Portfolio Company Of OneEquity ACQUISITION OF 	 WESTERMAN SELL-SIDE ADVISORY Employee Stock Ownership Plan	 ACQUIRED BY 	 ACQUIRED BY
 A Portfolio Company Of ACQUIRED BY One Equity Partners	 KISTLER O'BRIEN FIRE PROTECTION ACQUIRED BY 	 NIXON MEDICAL APPAREL & LINEN SERVICE SPECIALISTS ACQUISITION OF Medical Assets Of 	 D7 DECON SEVEN INVESTMENT FROM
 VINTAGE TUB & BATH ACQUIRED BY 	Technical Distribution Services Division Of Brighton Cromwell MISSION READY ACQUIRED BY Triman A Portfolio Company Of 	 WALNUT HOLLOW ACQUIRED BY 	 DUCK DONUTS ACQUIRED BY
 ACQUIRED BY 	 Electro-Miniatures Corp. Solutions Designed Around You ACQUIRED BY 	 haskell DEBT RECAPITALIZATION 	 ACQUIRED BY
 ACQUIRED BY 	 Alderfer LEIDY'S ACQUIRED BY 	 FLYING FISH BREWING CO. RECAPITALIZATION BY 	 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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