





## ABOUT US

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

Closed 305+ 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 	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 	 ACQUIRED BY  A Portfolio Company Of 	 ACQUIRED BY  A Portfolio Company Of A C P	 A Former Subsidiary Of  ACQUIRED BY 
 INVESTMENT FROM 	 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 	 A Former Business Unit Of charles river ACQUIRED BY A C P	 ACQUIRED BY 
 RECAPITALIZATION BY 	 ACQUIRED BY 	 ACQUIRED BY 	 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

## 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  A Portfolio Company Of  	 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 	 A 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
- 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 	 A Former Subsidiary Of  ACQUIRED BY 	 A Portfolio Company Of  ACQUISITION OF 	 AN EDUCATION SERVICE PARTNER ACQUIRED BY 
 INVESTMENT FROM 	 ACQUIRED BY 	 OUTSOURCED PROFESSIONAL SERVICES™ OPTIMI   probus INVESTMENT FROM 	 ACQUIRED BY 
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY  A Portfolio Company Of 	 ACQUIRED BY  A Portfolio Company Of 
 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY 	 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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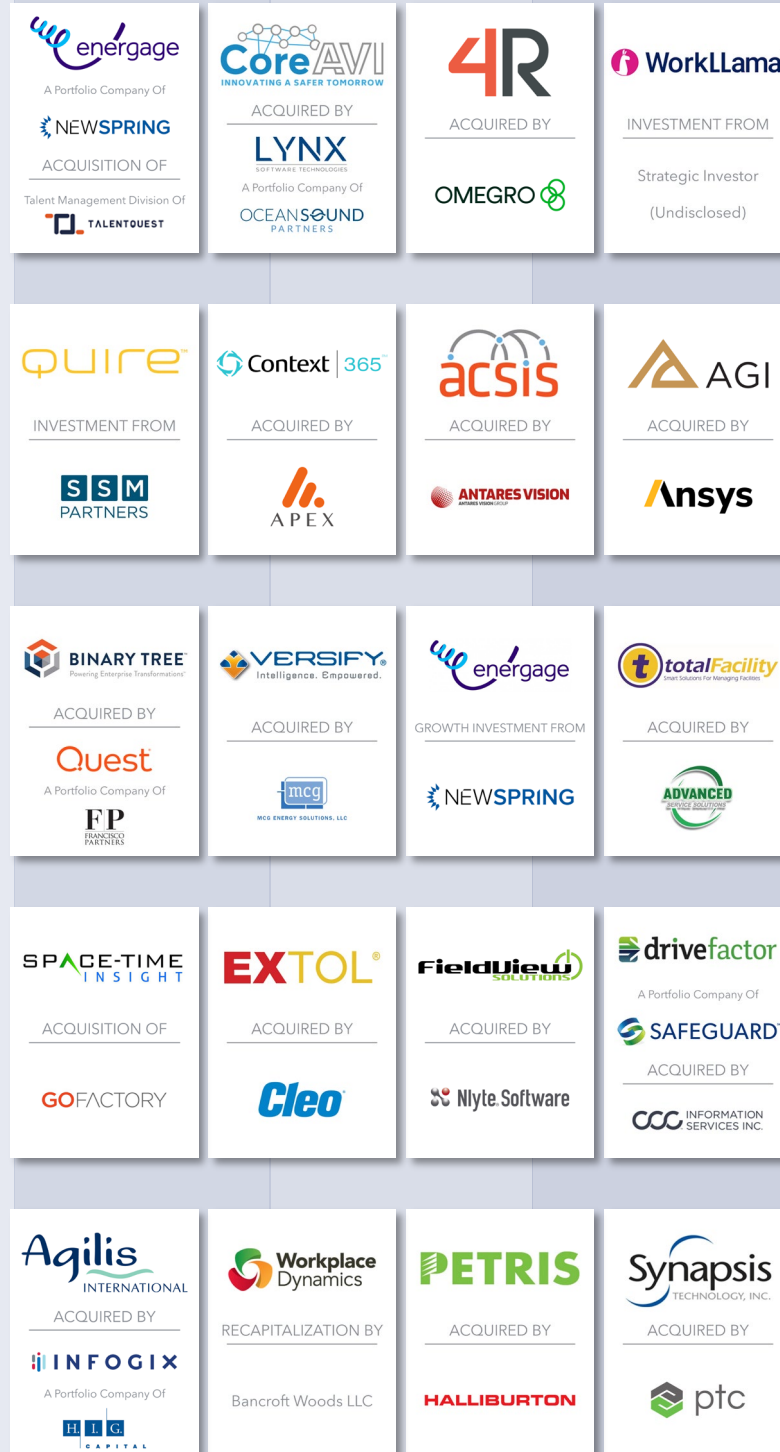
# TECHNOLOGY

## Client Services:

- Sell-Side M&A
- 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:

- 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
- Private and Institutionally-Backed
- Publicly Traded

 A Portfolio Company Of <b>OneEquity</b> ACQUISITION OF 	 SELL-SIDE ADVISORY Employee Stock Ownership Plan	 ACQUIRED BY 	 ACQUIRED BY 
 A Portfolio Company Of  ACQUIRED BY <b>One Equity Partners</b>	 ACQUIRED BY 	 ACQUISITION OF Medical Assets Of 	 INVESTMENT FROM 
 ACQUIRED BY 	Technical Distribution Services Division Of  ACQUIRED BY  A Portfolio Company Of 	 ACQUIRED BY 	 ACQUIRED BY 
 ACQUIRED BY 	 ACQUIRED BY 	 DEBT RECAPITALIZATION 	 ACQUIRED BY 
 ACQUIRED BY 	 ACQUIRED BY 	 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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