

Dickinson Williams & Company is an independent investment bank providing objective, experience-based advisory services to lower middle market clients.

### Services

- Sell-side advisory
- Buy-side advisory
- Private placements
- Recapitalizations
- Strategic advisory

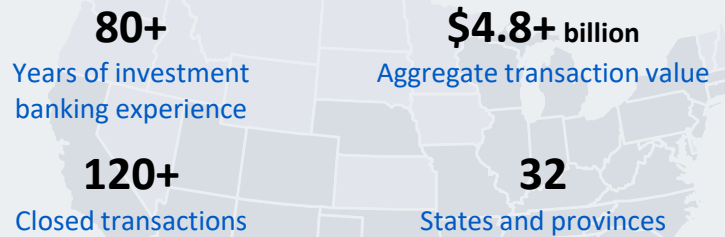
### Client Profile

- Family-owned and closely held businesses
- Private equity groups
- Public corporations

### Transaction Profile

- Enterprise value up to \$150 million
- EBITDA up to \$15 million

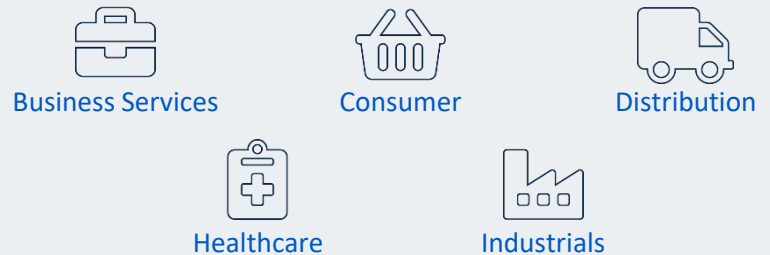

### Combined Experience of our Partners




### Previous Firms

Harris Williams & Co., Lincoln International, BB&T Capital Markets, and Heller Financial.


### Industry Verticals

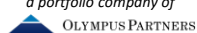
a franchisee of



has been acquired by



a portfolio company of



Planet Fitness™  
Franchisee



A SOUTH JERSEY PAPER COMPANY

has been acquired by



a portfolio company of




JanSan and  
Foodservice Supplies




has been acquired by




Specialty Building  
Insulation




and



portfolio companies of



have been acquired by



Seismic and Environmental  
Monitoring



has been acquired by



a portfolio company of



Snack Food  
Repackaging Services



has been acquired by



a portfolio company of



Biopharmaceutical  
Regulatory Consulting

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**REPRESENTATIVE TRANSACTIONS**

Client	Description	Ownership	Transaction	Industry
<b>KSMA</b> a franchisee of 	Franchisee of 15 Planet Fitness™ clubs in the Hampton Roads, VA market with exclusive development rights.	Private	Sold to Excel Fitness, a portfolio company of Olympus Partners	
	Distributor of foodservice disposables, janitorial equipment and supplies, and restaurant equipment and supplies.	Private	Sold to BradyIFS, a portfolio company of Kelso Private Equity.	
	Leading manufacturer of reflective and radiant insulation barriers for residential, commercial, industrial, and institutional structures.	Private	Sold to Validor Capital.	
	Manufacturer of seismic monitoring equipment and HaaS provider of seismic and environmental monitoring.	Lazarus Capital Partners	Sold to Benford Capital Partners.	
	Leading provider of sustainable chemistry business process capabilities to the global consumer products value chain through a cloud-based SaaS platform.	Private	Sold to Enhesa, a portfolio company of CGE Partners.	
	Provider of comprehensive food product repackaging and related copacking services.	Private	Sold to Impact Fulfillment Services, a portfolio company of Endeavour Capital.	
	Regulatory affairs consulting company supporting the global life sciences sector and the development of pharmaceuticals, biologics, and medical devices.	Private	Sold to Acacium Group, a portfolio company of Onex.	
	A third party administrator (“TPA”) specializing in long term care insurance. Services include policyholder administration, claims adjudication and management, claims payment, and actuarial and claims consulting.	Oak Hill Capital	Sold to Davies Group, a portfolio company of HGGC and Alberta Investment Management Corp.	
	North American manufacturer of single-use surgical and procedure face masks, isolation gowns, and other related infection prevention products.	Private	Sold to Aspen Surgical, a portfolio company of Audax Group.	
	Provider of environmental testing and analytical services.	Private	Sold to Montrose Environmental Group (NYSE:MEG).	
	Provider of janitorial supplies and related cleaning equipment repair services.	Private	Sold to Imperial Dade, a portfolio company of Audax Group.	
	Leading single source provider of global immigration and consulting-related services	Private	Sold to CIBT Global, Inc., a portfolio company of Kohlberg & Company.	
	Provider of tailored clinical operations solutions to the global biopharmaceutical and medical device industries.	Private	Sold to NovaQuest Capital Management.	