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

Services

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

Client Profile

- Family-owned and closely held businesses
- Private equity groups and family offices

DICKINSON WILLIAMS

ompany

Public corporations

Transaction Profile

7 - 5

has been acquired by

Pacific

a portfolio company of

M

SKY ISLAND

Packaging Supplies

Manufacturing

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

Combined Experience of our Partners

90+ Years of investment banking experience

130 +**Closed transactions** Aggregate transaction value

\$5.0+ billion

Delivering Superior Service

Every Step of the Way

32 States and provinces

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



Long-Term Care Software

John C. Dickinson Managing Director jdickinson@dickinsonwilliams.com 804.588.3412

has been acquired by

a subsidiary of

Frozen Food

Producer

James A. Gilmore Managing Director jgilmore@dickinsonwilliams.com 804.588.3414

Luxury Vacation

Rentals

Flooring and

Barrel Staves

Harold J. Williams III Managing Director hwilliams@dickinsonwilliams.com 804.588.3413

Private Aviation Fixed-

Base Operator

1210 East Cary Street | Fourth Floor | Richmond, VA 23219 | dickinsonwilliams.com Securities Products and Investment Banking Services offered through BA Securities, LLC. Member FINRA SIPC.

Dickinson Williams & Company and BA Securities, LLC are separate and unaffiliated entities.



REPRESENTATIVE TRANSACTIONS

Client	Description	Ownership	Transaction	Industry
PI5 ura	Leading manufacturer of paper cores, tubes, and composite cans used for the packaging of snack foods, spices, insecticides, baking and drinking mixes, and coffee.	Private	Sold to Pacific Paper Tube Inc., a portfolio company of Sky Island Capital.	
B and D Foods	Producer of frozen tempura chicken, beef, pork, and Asian meal kits, with production and packaging operations in the Northwest and Southeast.	Private	Sold to Day-Lee Foods, Inc., a U.S. subsidiary of NH Foods Ltd. (TSE: 2282).	
Grand Cayman Villas & Condos	Provider of property management and market for rent services for more than 180 exclusive villas and condos in Grand Cayman.	Private	Sold to Nocturne Luxury Villas, a portfolio company of Gladstone Investment Corporation.	
GRAF	Leading producer of quarter-sawn and rift- sawn American oak, specializing in the production of solid and engineered flooring, as well as wine and bourbon barrel staves.	Private	Sold to Oak Nation, a subsidiary of Charlois Group.	
AMERICAN AERO	Highly ranked fixed-base operator (FBO) located at Meacham International Airport (KFTW) in Fort Worth, TX.	Family Office	Sold to Modern Aviation, a portfolio company of Apollo Global Management and Tiger Infrastructure Partners.	
NDC NATIONAL DATACARE	Provider of resident trust fund management software and services to skilled nursing, assisted living, and intellectually and developmentally disabled facility operators.	Private	Sold to a Susquehanna Growth Equity.	
	Leading manufacturer of air-dielectric coaxial cables for complex wireless communication deployments.	Falcon Affiliates	Sold to Marmon Holdings, a Berkshire Hathaway company.	
BRANDITO	Promotional product distributor that provides product sourcing, customized e-commerce stores, warehousing and logistics, kitting, and creative marketing services.	Private	Recapitalized by Monroe Street Partners.	
S T A R C	Leading manufacturer of reusable modular wall systems designed for the containment of dust and pathogens during occupied renovations.	Blue Heron Capital	Received a majority investment from North Branch Capital.	
Auto Parts	Tech-enabled, value-added distributor of remanufactured, OEM, and aftermarket auto parts and provider of independent mechanical auto inspections.	Mulberry Investment Group	Sold to Marubeni Corporation.	
KSMA 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.	000
	Distributor of foodservice disposables, janitorial equipment and supplies, and restaurant equipment and supplies.	Private	Sold to BradyIFS, a portfolio company of Kelso Private Equity.	