

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

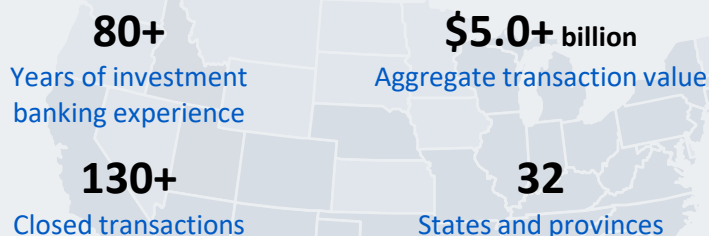
Client Profile

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

Transaction Profile

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

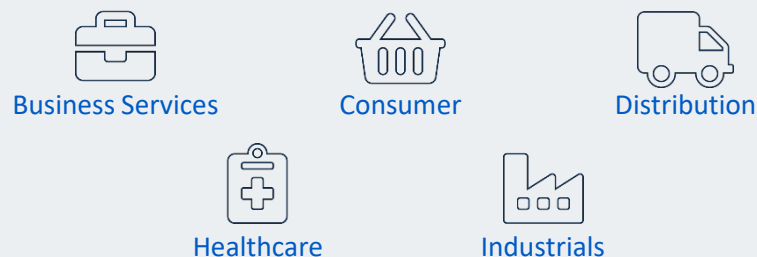
Combined Experience of our Partners



Previous Firms

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

Industry Verticals



NDC NATIONAL
DATACARE

has been acquired by a

Private Buyer

Long-Term Care
Software

TRILOGY
Communications

an operating company of

FALCON
AFFILIATES

has been acquired by
Marmon
Holdings, Inc.
A Berkshire Hathaway Company

Coaxial Cable
Manufacturing

BRANDITO
BRAND INNOVATORS

has been recapitalized by

MSP
MONROE STREET PARTNERS

Promotional Products &
Fulfillment Services

STARC
SYSTEMS

a portfolio company of

BLUE HERON
CAPITAL

has received a majority
investment from
NORTH BRANCH
CAPITAL

Reusable Modular
Wall Systems

C&K
Auto Parts

and

Warranty Inspection Services

have been acquired by

Marubeni

Auto Parts and
Inspection Services

KSMA
a franchisee of

**planet
fitness**

has been acquired by

EXCELFITNESS

a portfolio company of
OLYMPUS PARTNERS




















Planet Fitness™
Franchisee

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

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

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

REPRESENTATIVE TRANSACTIONS

Client	Description	Ownership	Transaction	Industry
	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 private buyer.	 
	Leading manufacturer of air-dielectric coaxial cables for complex wireless communication deployments.	Falcon Affiliates	Sold to Marmon Holdings, a Berkshire Hathaway company.	
	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.	 
	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.	 
	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.	
	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.	