



World-class merger and acquisition and capital advisory solutions for the middle market

## Overview

- Fidus Partners specializes in:
  - Sellside and buy-side merger and acquisition advisory
  - Debt and equity capital markets advisory
  - Other strategic investment banking advisory
- Clients include private equity firms and other capital providers, public and private corporations, and family-held businesses
- Up to \$1 billion in transaction size
- Senior professionals deeply involved in all aspects of each engagement

## Industry Focus Areas

Business Services

Building Products

Consumer & Food

Healthcare & Lifestyle

Industrials

## Recent Transaction Experience



### NEW YORK

### CHARLOTTE

John Ross  
212.750.6433  
jross@fiduspartners.com

Chris Haza  
212.750.6522  
chaza@fiduspartners.com

Mike Miller  
212.750.6446  
mmiller@fiduspartners.com

John Grigg  
704.334.2239  
jgrigg@fiduspartners.com

Patrick Clark  
704.334.3984  
pclark@fiduspartners.com

Tom Temple  
704.705.3651  
ttemple@fiduspartners.com

# Business Services

## FACILITIES & RESIDENTIAL SERVICES



Leading service provider for chromatography systems and microplate readers; Supplier of refurbished laboratory equipment

Sellside Advisor



Provider and servicer of laundry rooms for colleges and universities

Sellside Advisor



Leading international franchisor of commercial janitorial cleaning businesses

Sellside Advisor



Leading diversified marketer and distributor of propane, heating oil, and power fuels in New York State

Sellside Advisor



Provider of chemical, cleaning, maintenance, and repair services to residential pool owners

Sellside Advisor

## PROFESSIONAL & OUTSOURCED SERVICES



Leading provider of tech-enabled residential real estate brokerage and related services

Advisor



Provider of audit, recovery, and compliance technology and services worldwide

Sellside Advisor



Independent producer of proprietary sporting and entertainment events

Advisor



Zoning due diligence provider for the commercial real estate industry

Sellside Advisor



Provider of business valuation and advisory services to the healthcare industry

Sellside Advisor

## LOGISTICS & FIELD SERVICES



Provider of accounting, tax and consulting services for the transportation market

Advisor



Leading provider of outsourced electric utility infrastructure services

Sellside Advisor



Premier provider of finished vehicle auto haul and related transportation and logistics solutions

Advisor



Provider of technology-enabled third-party logistics services to small and medium-sized businesses

Sellside Advisor



Combination of two leading non-asset based providers of technology-driven third-party logistics solutions

Buyside Lead Advisor

# Building Products

## EXTERIOR PRODUCTS



Manufacturer of premium composite roofing and siding for residential and commercial markets

Sellside Advisor



Leading manufacturer of molded polypropylene siding products that replicate traditional siding materials

Sellside Advisor



Leading manufacturer of premium-quality, custom vinyl windows

Sellside Advisor



Leading building envelope materials manufacturer producing rigid EPS and GPS foam insulation for above grade and below grade applications, building wrap, and roof underlayment

Sellside Advisor



Leading manufacturer of window and patio door screens

Sellside Advisor

## INTERIOR, ELECTRICAL & HVAC



Wholesale distributor of heating, ventilation, air conditioning, and refrigeration parts, supplies and equipment

Sellside Advisor



Leading provider of replacement circuit breakers and other specialty electrical components

Sellside Advisor



The largest manufacturer of cellulose insulation in North America

Sellside Advisor



Leading provider of electrical components used in HVAC/R and other industrial and control systems applications

Sellside Advisor



Designer and supplier of branded kitchen and bath, outdoor living, and specialty exterior building products

Sellside Advisor

## DISTRIBUTION & SERVICES



Distributor of wallboard and acoustical products

Sellside Advisor



Distributor of tools, supplies, and safety equipment to non-residential construction contractors

Sellside Advisor



Full-line distributor of commercial, multi-family, residential and low-voltage electrical supplies

Sellside Advisor



Leading independent roofing and building materials distributor in the New England market

Sellside Advisor



Leading distributor of landscape supplies to landscape contractors and commercial landscape professionals





Sellside Advisor

# Consumer & Food




## FOOD & INGREDIENTS

 <p><b>BRENT &amp; SAM'S</b></p> <p>Manufacturer and distributor of ready-to-eat sandwich products for retail, foodservice, and convenience store channels</p> <p>Buyside Advisor</p>	 <p><b>CAROLINA DAIRY</b></p> <p>Manufacturer of yogurt products</p> <p>Sellside Advisor</p>	 <p><b>redmonkey foods</b></p> <p>Leading provider of premium organic spices, seasonings and other natural dry food products</p> <p>Sellside Advisor</p>	 <p><b>Snikiddy</b></p> <p>Producer of better-for-you snack products focused on kids and families</p> <p>Sellside Advisor</p>	 <p><b>WRIGHT FOODS</b></p> <p>Manufacturer of innovative, aseptic food products</p> <p>Sellside Advisor</p>
---	---	---	--	---

## CONSUMER PRODUCTS & SERVICES






 <p><b>Agilex FRAGRANCES</b></p> <p>Provider of fragrances for use in consumer products</p> <p>Sellside Advisor</p>	 <p><b>ICE HOUSE AMERICA</b></p> <p>Largest automated retail ice and water platform in the U.S</p> <p>Sellside Advisor</p>	 <p><b>NETC</b></p> <p>Provider of culturally enriched, educational travel programs</p> <p>Sellside Advisor</p>	 <p><b>Renegade RV</b></p> <p>U.S.-based manufacturer of recreational vehicles</p> <p>Sellside Advisor</p>	 <p><b>smarTours®</b> BEST TRAVEL BARGAINS</p> <p>Provider of direct-to-consumer, value-oriented, experiential travel to exotic, foreign destinations</p> <p>Sellside Advisor</p>
---	---	--	---	--

## RETAIL & MULTI-UNIT

 <p><b>BEST &amp; CO.</b> EST. 1879</p> <p>High-quality clothing and accessories for children</p> <p>Sellside Advisor</p>	 <p><b>Dion's</b></p> <p>Operator of pizza restaurants primarily in New Mexico</p> <p>Sellside Advisor</p>	 <p><b>FAO</b> SCHWARZ • EST. 1862</p> <p>Oldest toy retailer in the United States</p> <p>Sellside Advisor</p>	 <p><b>Mealey's FURNITURE</b></p> <p>A home furniture retailer serving the greater Philadelphia area</p> <p>Sellside Advisor</p>	 <p><b>Skyline CHILI</b></p> <p>Iconic chain of fast casual Cincinnati-style chili restaurants</p> <p>Sellside Advisor</p>
--	--	--	--	--

# Healthcare & Lifestyle

## FITNESS & LIFESTYLE

 <p><b>Asbell Planet Services</b></p> <p>Leading operator of Planet Fitness health clubs in Central and Southwest Virginia</p> <p>Sellside Advisor</p>	 <p><b>Meridian Enterprises</b></p> <p>Leading operator of Planet Fitness health clubs in Eastern Tennessee</p> <p>Sellside Advisor</p>	 <p><b>MJ Fitness</b></p> <p>Leading operator of Planet Fitness health clubs in North Alabama</p> <p>Sellside Advisor</p>	 <p><b>Sleep Experts</b></p> <p>Texas-based retailer of mattresses and related sleep products and accessories</p> <p>Sellside Advisor</p>	 <p><b>Sunshine Fitness Management</b></p> <p>Leading operator of Planet Fitness health clubs in the Southeast</p> <p>Sellside Advisor</p>
--	--	--	--	---

## OUTSOURCED HEALTHCARE SERVICES

 <p><b>ATG BOSTON LABORATORY EQUIPMENT</b></p> <p>Leading service provider for chromatography systems and microplate readers; Supplier of refurbished laboratory equipment</p> <p>Sellside Advisor</p>	 <p><b>F&amp;S</b></p> <p>Leading provider of tooling for injection molding in pharmaceutical and consumer applications</p> <p>Sellside Advisor</p>	 <p><b>Medsurant Health</b> Confidence for Better Outcomes™</p> <p>Leading provider of outsourced intraoperative monitoring services</p> <p>Sellside Advisor</p>	 <p><b>NORTHFIELD</b></p> <p>Leading independent service provider of medical device repair and maintenance services</p> <p>Sellside Advisor</p>	 <p><b>VMG HEALTH</b> WE VALUE HEALTHCARE</p> <p>Provider of business valuation and advisory services to the healthcare industry</p> <p>Sellside Advisor</p>
--	--	---	--	---

# Industrials

## ENGINEERED PRODUCTS



Leading designer and manufacturer of trailer axle, brake, and suspension assemblies

Sellside Advisor



Leading designer and manufacturer of highly engineered industrial magnets

Sellside Advisor



Leading suppliers of ground support and maintenance equipment for commercial and military aircraft

Sellside Advisor



Leading manufacturer of recreational vehicles, heavy-duty trailers, and specialty vehicles

Sellside Advisor



U.S. provider of critical safety equipment for the motorsports industry

Sellside Advisor

## PROCESS & FLOW CONTROL



Manufacturer of a comprehensive line of ball valves and complementary flow control products

Sellside Advisor



Global leader in steam system technology providing thermal maintenance solutions for demanding industrial processes

Sellside Advisor



Manufacturer of high-precision industrial controls and mechanical power transmission products

Sellside Advisor



Leading manufacturer of PVC injection molded pipe fittings and related accessories

Sellside Advisor



Manufacturer of highly engineered vapor and fluid control components

Sellside Advisor

## WATER, POOL & SPA



Manufacturer of customized critical components for portable spa, jetted bath and other adjacent markets

Sellside Advisor



Manufacturer of pipes and fittings for plumbing and construction markets

Advisor



Manufacturer and designer of highly engineered components for the recreational water industry

Sellside Co-Advisor



Leading provider of engineered pipe fittings for fluid handling applications in diverse end markets

Buyside Advisor



Manufacturer of plastic pipe and tubing for water distribution and infrastructure-related applications

Sellside Advisor

## INFRASTRUCTURE



Provider of traffic and utility hardware and the #1 manufacturer of traffic signaling hardware solutions in the U.S.

Sellside Advisor



Distributor of bollards, site furnishings, hardscapes, and related municipal infrastructure products

Sellside Advisor



Wholesale manufacturer of commercial modular buildings

Sellside Advisor



Leading global manufacturer of highly engineered and custom designed electrical infrastructure products

Sellside Advisor



Leading specialty environmental and geotechnical construction services firm

Sellside Advisor

## METAL PROCESSING



Provider of steel / aluminum toll processing and complementary metal supply chain T&L solutions

Sellside Advisor



Leading designer and manufacturer of engineered joint sealing products

Sellside Co-Advisor



Leading manufacturer of close tolerance, performance-critical turned metal components

Sellside Advisor



Manufacturer of custom, extruded aluminum profiles and related value-added services

Sellside Advisor



A provider of precision redrawn copper tube

Sellside Advisor