



# THE BEEKMAN GROUP

**The Beekman Group (“TBG”) is a private equity firm dedicated to partnering with management teams to grow companies into market leading businesses. Beekman manages over \$800 million in assets and has access to additional capital through strategic co-investment relationships.**

The Beekman team consists of experienced private equity professionals, as well as a select group of Industry Operating Advisors who are leading executives in our targeted industry segments. Our Industry Advisor approach to investing is the cornerstone of our investment strategy – bringing financial and operational resources to lower middle market companies in order to accelerate growth and create value for all shareholders.

We focus on lower middle market investments in service-related sectors including healthcare, consumer, and business services. We partner with management teams who desire to be significant owners and create meaningful value by accelerating organic and acquisition growth initiatives. We employ a unique approach to implementing a value creation roadmap for each investment, as demonstrated by our proven track record, extensive experience, and 25-year reputation.

## INVESTMENT CRITERIA

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- Defensible market positions, sustainable cash flows and high returns on capital
- Strong operating management team with meaningful equity ownership or desire to have a meaningful stake
- Revenues between \$10 - \$200 million
- Control-oriented transactions with values between \$15 - \$200 million
- Lead or co-lead investments in special situations alongside select equity partners in larger transactions
- TBG investment / equity size between \$10 - \$75 million (additional co-investment capital available)

## TRANSACTION PROFILE

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- Sale, recapitalizations and management buyouts of privately held companies
- Industry consolidations and platform buy and build transactions
- Capital infusions to finance growth, expansion opportunities and acquisitions
- Special situations transactions
- Distressed opportunities requiring financial restructuring
- Divestitures of non-core divisions of larger corporations

## INDUSTRY FOCUS

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Business Services		Consumer Services	Healthcare Services
▪ Alarm and Security	▪ Insurance / Financial Services	▪ Food / Consumer Package Goods	▪ Dental
▪ Aviation and Logistics	▪ Maintenance Parts and Services	▪ Franchise Models	▪ Diagnostics and Monitoring
▪ Business Process Outsourcing	▪ Manufacturing Services	▪ Health and Wellness	▪ Emergency / Urgent Care
▪ Distribution Services	▪ Media / OOH Advertising	▪ Leisure and Entertainment	▪ Hospital Outsourcing
▪ Education and Training	▪ Test, Measurement and Compliance Services	▪ Luxury Retail	▪ Physical Therapy / Rehabilitation
▪ Financial Tech Services		▪ Pet Value Chain	▪ PPM and ASC (Ophtho, GI)
		▪ Restaurants / Food Service	▪ Payor Services

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**We are currently seeking new platform investments and add-on acquisitions for our portfolio companies.**

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## REPRESENTATIVE PORTFOLIO COMPANIES

### Consumer



Another Broken Egg is an operator and franchisor of casual dining restaurants serving southern-inspired breakfast, brunch, and lunch menu options.



Condado Tacos is an award-winning taco concept specializing in “build-your-own” tacos, tequilas and margaritas that operates company-owned restaurants across the Midwest.



NorthStar Alarm provides residential security and home automation services to over 60,000 households across the U.S.



OneWater Marine is one of the largest recreational boat dealerships in the U.S., offering new and pre-owned boats in addition to parts and services.



TBG Food Acquisition Corp. is a franchise platform company dedicated to acquiring and growing restaurant units of highly recognizable QSR brands.



Ted's Cafe Escondido is a full-service Mexican restaurant chain known for food quality, exceptional service, and outstanding value proposition.

### Business Services



Convenient Payments is a leading provider of integrated payment solutions, with a focus on the growing segments of convenience fees, service fees, and other solutions that offset or eliminate the cost of payment processing for merchants.



Elite ISI offers remote guarding security solutions that provide clients with effective security at greatly reduced costs when compared to traditional guard services.



GED is a market leader in intelligent automation systems for the U.S. fenestration industry, providing value-add equipment, software, parts, and services to the country's largest window manufacturers.



Mesmerize is a specialty out-of-home advertising company focused in three primary areas: transit, point-of-care, and point-of-sale.



Paragon Payment Solutions is an industry leading integrated payments provider committed to delivering tailored solutions and strategic partnerships that help software providers and their customers excel.



REVA is the largest U.S. fixed wing air ambulance services provider and provides responsive, safe and reliable air transportation and quality medical care.

### Healthcare Services



BAF Management Services, LLC supports a network of dental offices operating under the Riccobene Associates Family Dentistry name in North Carolina.



New England Management Services is a provider of non-clinical office support and administrative services to dental practices in Massachusetts.



Twin Boro Physical Therapy Associates is a leading provider of outpatient physical and occupational therapy services in New Jersey.

### Former



## BEEKMAN CONTACT

The Beekman Team has significant private equity experience and all its investment professionals are involved in evaluating new investment opportunities and portfolio company oversight.

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