

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



FIDUS
Partners

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

Building Products

Business Services

Consumer and Food

Healthcare

Industrials

Technology and Tech-Enabled Services

Recent Transaction Experience



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Business Services

FACILITIES SERVICES | TRANSPORTATION AND LOGISTICS



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

Buyside Lead Advisor

Bear Franchising, LLC

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

Sellside Advisor



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

Sellside Advisor



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

Sellside Advisor



Provider and servicer of laundry rooms for colleges and universities

Sellside Advisor

OUTSOURCED | FIELD AND INFRASTRUCTURE SERVICES



Specialty provider of turnkey boiler repair, maintenance and overhaul services

Sellside Advisor



Provider of workforce management and temporary staffing solutions

Advisor



Leading provider of manned security guarding and related services in the United States

Sellside Advisor



Provider of network construction services for telecom providers

Sellside Advisor



Provider of outsourced technical repair, maintenance and regulatory compliance services

Sellside Advisor

PROFESSIONAL SERVICES



Provider of maintenance and installation services for wireless communications infrastructure

Sellside Advisor



Provider of construction engineering, material testing, and environmental consulting services

Sellside Advisor



Provider of PEO and HR administration services

Advisor



Provider of outsourced trade show and event services

Sellside Advisor



Independent producer of proprietary sporting and entertainment events

Advisor

Technology and Tech-Enabled Services



Provider of outsourced HR admin and risk management services

Sellside Advisor



Provider of PEO and HR administration services

Advisor



Professional employer organization ("PEO") offering outsourced human resource administration, risk management, and benefits administration services

Sellside Advisor



Provider of accounting, tax and consulting services

Advisor



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



Leading U.S.-based niche manufacturer of custom plastic cards, with deep expertise in RFID and security-related applications

Sellside Advisor



Provider of information technology solutions to the Department of Defense, military and federal customers

Sellside Advisor



Provider of digital sports signage, installation, leasing and related support services

Sellside Advisor





Leading provider of outsourced business communications and marketing services

Sellside Advisor

Consumer and Food





FITNESS | LIFESTYLE

 Asbell Planet Services Leading operator of Planet Fitness health clubs in Central and Southwest Virginia Sellside Advisor	 MJ Fitness Leading operator of Planet Fitness health clubs in North Alabama Sellside Advisor	 Meridian Enterprises Leading operator of Planet Fitness health clubs in Eastern Tennessee Sellside Advisor	 Sunshine Fitness Management Leading operator of Planet Fitness health clubs in the Southeast Sellside Advisor	 Texas-based retailer of mattresses and related sleep products and accessories Sellside Advisor
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FOOD AND INGREDIENTS

 Leading provider of premium organic spices, seasonings and other natural dry food products Sellside Advisor	 Producer of better-for-you snack products focused on kids and families Sellside Advisor	 Manufacturer of innovative, aseptic food products Sellside Advisor	 Manufacturer of yogurt products Sellside Advisor	BRENT & SAM'S Manufacturer and distributor of ready-to-eat sandwich products for retail, foodservice, and convenience store channels Buyside Advisor
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CONSUMER PRODUCTS AND SERVICES

 Provider of direct-to-consumer, value-oriented, experiential travel to exotic, foreign destinations Sellside Advisor	 U.S.-based manufacturer of recreational vehicles Sellside Advisor	CASTRO CONVERTIBLES* Provider of branded home furnishing products Advisor	 Provider of culturally enriched, educational travel programs Sellside Advisor	 Provider of fragrances for use in consumer products Sellside Advisor
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RETAIL / MULTI-UNIT

 Operator of pizza restaurants primarily in New Mexico Sellside Advisor	 A home furniture retailer serving the greater Philadelphia area Sellside Advisor	 Oldest toy retailer in the United States Sellside Advisor	 BEST & CO. High-quality clothing and accessories for children Sellside Advisor	 Iconic chain of fast casual Cincinnati-style chili restaurants Sellside Advisor
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Healthcare

 ATG BOSTON LABORATORY EQUIPMENT Leading service provider for chromatography systems and microplate readers; Trusted supplier of refurbished laboratory equipment Sellside Advisor	Project Orlando Leading provider of pediatric home healthcare services Debt Advisor	 Leading provider of tooling for injection molding in pharmaceutical and consumer applications Sellside Advisor	 Medsurant Health Leading provider of outsourced intraoperative monitoring services Sellside Advisor	 VMG HEALTH WE VALUE HEALTHCARE Provider of business valuation and advisory services to the healthcare industry Sellside Advisor
 NORTHFIELD Leading independent service provider of medical device repair and maintenance services Sellside Advisor	 TRANSOLUTIONS Medical transcription services and SaaS solutions company Sellside Advisor	 PURITAN PRODUCTS Manufacturer of high purity chemicals for biopharmaceutical, microelectronics, and industrial markets Sellside Advisor	 hill associates Leading provider of claims management software and services to the behavioral healthcare market Sellside Advisor	 MARINA MEDICAL BILLING SERVICE Leading provider of healthcare revenue cycle management Sellside Advisor

Industrials

ENGINEERED INDUSTRIALS



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

Sellside Advisor



AIR SPRINGS

Leading provider of premium air springs for trucks, trailers, buses, and specialty vehicles

Sellside Advisor



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

Sellside Co-Advisor



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

Sellside Advisor



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

Sellside Advisor

WATER INFRASTRUCTURE AND FLOW CONTROL



Leading manufacturer of plastic pipe and tubing for water distribution, plumbing, irrigation, wastewater, and other infrastructure-related applications

Sellside Advisor



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

Buyside Advisor



Manufacturer of pipes and fittings for plumbing and construction markets

Advisor



LASCO Fittings, Inc., a leading manufacturer of PVC injection molded pipe fittings and related accessories, has been acquired by Aalberts Industries NV

Sellside Advisor



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

Sellside Advisor

PRECISION METAL PRODUCTS



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

Sellside Advisor



Leading Southeast provider of steel / aluminum toll processing and complementary metal supply chain transportation and logistics solutions

Sellside Advisor



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

Sellside Advisor



A leading designer and manufacturer of engineered joint sealing products

Sellside Co-Advisor



A provider of precision redrawn copper tube

Sellside Advisor

SPECIALTY MATERIALS AND CHEMICALS



Manufacturer of high-performance engineered components to the semiconductor, aerospace, and industrial sectors

Sellside Advisor



A leading full-service specialty chemicals contract manufacturing organization

Sellside Advisor



The largest manufacturer of cellulose insulation in North America

Sellside Advisor



Manufacturer of high purity chemicals for biopharmaceutical, microelectronics, and industrial markets

Sellside Advisor



Manufacturer of conveyor belts and sheet rubber products for sealing, protecting and cushioning

Sellside Advisor

Building Products

RESIDENTIAL AND COMMERCIAL PRODUCTS



A leading manufacturer of ornamental aluminum residential, industrial, and commercial fencing and railing

Sellside Advisor



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



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

Sellside Advisor



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

Sellside Advisor

DISTRIBUTION



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

Sellside Advisor



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

Sellside Advisor



Leading provider of replacement circuit breakers and other specialty electrical components

Sellside Advisor



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

Sellside Advisor



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

Sellside Advisor