

# 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 \$1 billion 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 middle market investments in healthcare services, consumer, and business and industrial companies. 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 30-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 - \$300 million
- Control-oriented transactions and significant minority transactions with values between \$30 - \$300 million
- Lead or co-lead investments in special situations alongside select equity partners in larger transactions
- TBG investment / equity size between \$20 - \$150 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 & Industrial		Consumer Services	Healthcare Services
▪ Alarm and Security	▪ Industrial Services	▪ Auto / Marine	▪ Dental Services
▪ Automation Equipment and Services	▪ Infrastructure / Maintenance Services	▪ Food / Consumer Package Goods	▪ Diagnostics and Monitoring
▪ Aviation and Logistics	▪ Insurance / Financial Services	▪ Franchise Models	▪ Emergency / Urgent Care
▪ Business Process Outsourcing	▪ Media / OOH Advertising	▪ Health and Wellness	▪ Healthcare IT
▪ Engineered Products Manufacturing	▪ Payments / Electronic Transactions	▪ Home Services	▪ Hospital Outsourcing
▪ Enterprise Software	▪ Value Added Distribution	▪ Pet Value Chain	▪ Payor Services
	▪ Test, Measurement and Compliance Services	▪ Restaurants / Food Service	▪ Physical Therapy / Rehabilitation
			▪ PPM and ASC

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

## REPRESENTATIVE PORTFOLIO COMPANIES

### Consumer



Broken Egg Cafe

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

CONDADO  
TACOS • TEQUILA • MARGARITAS

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.

NEWATER

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 Investors  
DUNKIN'

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

Ted's  
Café Escondido

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



Eclipse Fitness is a leading Planet Fitness franchisee with 20 clubs across the attractive Georgia and Florida markets.

### Business & Industrial

automanager  
DRIVING BETTER SOLUTIONS

AutoManager is a leading provider of Dealer Management System (“DMS”) software and digital marketing tools to independent auto dealers helping its customers increase sales and business productivity.

ConvenientPayments

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.

Fluent

Fluent (f.k.a. P&R Dental Strategies) is the premier dental insights company delivering customized, actionable business intelligence powered by DentaBase®, their national multi-payer, fee-for-service claims database.

### Healthcare Services

ALLERGY & ENT  
ASSOCIATES

Allergy & ENT is the largest multi-specialty allergy, immunology, asthma, and ENT group practice in the Houston area.

NEW ENGLAND  
Management Services, Inc.  
A premier dental support organization

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

REVA  
Fly Home. Feel Better.

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

RICCIBENE  
ASSOCIATES  
BrushAndFloss.com

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

Twin Boro  
PHYSICAL THERAPY

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

CAMPUS EYE GROUP

Campus Eye is a full-service eye care group that offers a complete suite of ophthalmology, optometry, and optical solutions through its 10 clinics and ASC in central New Jersey and Pennsylvania.

First  
Choice  
DENTAL

First Choice Dental is a leading multi-specialty dental service organization with 11 practices offering general dentistry, orthodontics, endodontics, periodontics, and oral surgery services in the Greater Madison, Wisconsin market.

### Former

LOEWS  
CINEPLEX  
ENTERTAINMENT

SITEL

The MENTOR  
Network

OLD AMERICAN

SafeNet

OPRESS  
PROPERTY & CASUALTY  
INSURANCE COMPANY

LSG  
Sky Chefs

ResCare

MAGELLAN  
HEALTH SERVICES

Continental  
Anesthesia

Celestica

ARIBA

Amkor  
Technology

IRONSHORE  
your right partner

INTEGRO

gentle dental

Smiles

PARAGON  
payment solutions

NORTHSTAR

MESMERIZE  
Out of home. Into action

GED

## BECKMAN 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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