

# 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

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



### Business & Industrial

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.

Convenient Payments is a holding company of business technology companies that provide enterprise-level software as well as integrated payment processing services.

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.

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



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



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



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 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.

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## 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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