

FINANCIAL SPONSORS INSIGHT

Consumer & Retail | Convenience Store & Fuel Products Distribution | Diversified Industrials | Energy | Financial Services | Health Care | Real Estate | Technology & Services



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Financial Sponsors Group

Group overview

Raymond James’s Financial Sponsor Group is a dedicated team focused on managing relationships with private equity firms, family offices and independent sponsors



David Clark
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EXPERIENCE



EDUCATION



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EDUCATION



Key group stats⁽¹⁾



7+ dedicated bankers



700+ Sponsors covered



2,000+ Meetings and Calls with sponsors



195+ Closed transactions with sponsors



255+ Active sponsor-backed assignment

(1) LTM as of 10/19/22

Sponsor Related Advisory Transactions

<p>September 2022</p> <p>AGDATA</p> <p>A portfolio company of</p> <p>VISTA</p> <p>Has been acquired by</p> <p>LEVINE LEICHTMAN CAPITAL PARTNERS</p>	<p>September 2022</p> <p>knock.</p> <p>Has entered into a definitive agreement to be acquired by</p> <p>REALPAGE</p> <p>A portfolio company of</p> <p>THOMABRAVO</p>	<p>September 2022</p> <p>sma TECHNOLOGIES</p> <p>A portfolio company of</p> <p>ParkerGale</p> <p>Has entered into a definitive agreement to receive a growth investment from</p> <p>THOMABRAVO</p>	<p>September 2022</p> <p>BLUE SEA CAPITAL</p> <p>Has acquired</p> <p>PROSOURCE</p>	<p>September 2022</p> <p>JOHNNY WAS</p> <p>A portfolio company of</p> <p>ENDEAVOUR</p> <p>Has been acquired by</p> <p>OXFORD</p>	<p>September 2022</p> <p>MIRACLE MILE ADVISORS</p> <p>Has entered into a definitive agreement to combine with</p> <p>Karp Capital Management</p> <p>Simultaneously receiving an investment from</p> <p>CORSAIR</p>
<p>September 2022</p> <p>NEXUS</p> <p>A portfolio company of</p> <p>Mainsail Partners</p> <p>Has been acquired by</p> <p>Bottomline</p> <p>A portfolio company of</p> <p>THOMABRAVO</p>	<p>September 2022</p> <p>Hero.</p> <p>A portfolio company of</p> <p>Aria GROWTH PARTNERS</p> <p>Has entered into a definitive agreement to be acquired by</p> <p>ARTH & HANSEN</p>	<p>September 2022</p> <p>MACKENZIE-CHILDS</p> <p>A portfolio company of</p> <p>CASTANEA</p> <p>Has been acquired by</p> <p>EAGLETREE CAPITAL</p>	<p>September 2022</p> <p>SKUVAULT</p> <p>A portfolio company of</p> <p>BALLAST POINT VENTURES</p> <p>Has been acquired by</p> <p>LINWORKS</p> <p>A portfolio company of</p> <p>MARLIN EQUITY PARTNERS</p>	<p>September 2022</p> <p>DRAWBRIDGE</p> <p>A portfolio company of</p> <p>LONG RIDGE</p> <p>Has received a strategic investment from</p> <p>FP FRANCISCO PARTNERS</p>	<p>August 2022</p> <p>OneOcean</p> <p>A portfolio company of</p> <p>EQUISTONE</p> <p>Has been acquired by</p> <p>LR</p>
<p>August 2022</p> <p>MIDIGATOR</p> <p>A portfolio company of</p> <p>LLR</p> <p>Has been acquired by</p> <p>EQUIFAX</p>	<p>August 2022</p> <p>SHARPS Compliance, Inc.</p> <p>Has been acquired by</p> <p>CURTIS BAY MEDICAL WASTE SERVICES</p> <p>A portfolio company of</p> <p>AURORA CAPITAL PARTNERS</p>	<p>August 2022</p> <p>CSI</p> <p>Has entered into a definitive agreement to be acquired by</p> <p>Centerbridge</p> <p>and</p> <p>Bridgeport Partners</p>	<p>August 2022</p> <p>KINGSIII</p> <p>A portfolio company of</p> <p>ROCKBRIDGE GROWTH EQUITY THAYER STREET PARTNERS</p> <p>Has been acquired by</p> <p>ARCLINE INVESTMENT MANAGEMENT</p>	<p>August 2022</p> <p>Effectory</p> <p>Has been acquired by</p> <p>MAGUAR</p>	<p>August 2022</p> <p>NEFCO</p> <p>Has been acquired by</p> <p>BERTRAM CAPITAL</p>
<p>July 2022</p> <p>altvia</p> <p>A portfolio company of</p> <p>BOW RIVER CAPITAL</p> <p>Has received a significant majority growth investment from</p> <p>MARLIN EQUITY PARTNERS</p>	<p>July 2022</p> <p>TENEX CAPITAL MANAGEMENT</p> <p>Has acquired</p> <p>OLIVER INC.</p> <p>A portfolio company of</p> <p>PFINGSTEN</p>	<p>July 2022</p> <p>ARTIFACT UPRISING</p> <p>Has been acquired by</p> <p>SUMMIT PARK</p>	<p>July 2022</p> <p>EPIQ SOLUTIONS</p> <p>Has received a strategic investment from</p> <p>VERITAS CAPITAL</p>	<p>July 2022</p> <p>RFMS</p> <p>Has been acquired by</p> <p>COMPTON 2020</p> <p>A portfolio company of</p> <p>GENSTAR TA ASSOCIATES</p>	<p>July 2022</p> <p>TDW T.D. Williamson</p> <p>Has received a strategic investment from</p> <p>SCF PARTNERS</p>

Source: Internal Raymond James records
Raymond James Ltd. deals are not included

SkuVault has
been acquired by
Linnworks



Industry Group: Technology & Services

Lead Banker: Christian Clifford

Sharps has been
acquired by Curtis Bay
Medical Waste Services



Industry Group: Health Care

Lead Banker: Burk Lindsey

Select Transaction Case Studies – CY Q3 2022

Company Overview

SkuVault is a leading inventory and warehouse management platform at the center of the eCommerce ecosystem. The Company provides purpose-built software to manage and track inventory at scale, sync sales channels and generate reporting to increase visibility and make better business decisions.

Today, over 1,200 of the world's best retailers trust SkuVault to ensure the success of their business.

Successful Outcome

SkuVault was acquired by Linnworks (portfolio company of Marlin Equity), a leading commerce automation platform. The combination will benefit from greater scale, enhanced brand awareness, and an extended product portfolio and roadmap to serve an increasingly dynamic and growing market.

Company Overview

Sharps Compliance Corp. (NASDAQ: SMED) is a Houston-based national medical waste management company with offices in thirteen states. The Company provides route-based waste management, mailback waste management, and unused medication disposal services. Sharps serves small and medium quantity waste generators including long-term care facilities, pharmacies, outpatient clinics, and physician practices.

Successful Outcome

Under the terms of the merger agreement, Aurora Capital Partners (Curtis Bay's private equity sponsor) acquired all of the issued and outstanding shares of Sharps. The transaction was unanimously approved by the board of directors of Sharps.

As a result of the transaction, the combined company is the leader in the small and medium quantity generator medical waste services industry.

NEFCO has been
acquired by
Bertram Capital



Industry Group: Diversified Industrials
Lead Bankers: Gareth Hughes

MacKenzie-Childs
has been acquired by
EagleTree Capital



Industry Group: Consumer
Lead Bankers: Lee Helman

Select Transaction Case Studies – CY Q3 2022 (cont.)

Company Overview

NEFCO is an independent stocking distributor of SHARP® products and Power Tools, Safety, and Contractor/Jobsite Supplies. NEFCO also has two engineering divisions and a fabrication facility that further differentiates it from the competition and facilitates strong and longstanding relationships with its blue-chip customer base.

Successful Outcome

Raymond James served as the exclusive sell-side advisor to NEFCO in its sale to Bertram Capital. The Raymond James team conducted a broad auction process focused both on financial sponsors and a highly select group of strategic competitors to minimize competitive sensitivities. Following competitive IOI and LOI negotiations with multiple parties across both majority and minority structures, NEFCO was ultimately acquired by Bertram Capital.

Company Overview

MacKenzie-Childs is an Aurora, New York-based design-driven home décor brand with an offering that includes ceramic and enamel tableware, furniture and home and garden accessories, among other product lines. MacKenzie-Childs revolutionized the home décor category with its distinctive aesthetic, differentiated patterns, quality materials and hand-made artisan craftsmanship. Products can be purchased across channels including an impressive e-commerce platform, a robust network of retail partnerships and two immersive owned retail stores.

Successful Outcome

The Raymond James Consumer team served as the exclusive financial advisor to MacKenzie-Childs, a portfolio company of Castanea Partners, in its sale to EagleTree Capital. The Raymond James team ran a tailored process that highlighted the loyal customer base and omni-channel transformation to mitigate macroeconomic factors and drive a positive outcome for the client.

Contacts

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Jamie Graff | Managing Director
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[Technology & Services](#)
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Co-Head of Technology & Services Group
Jon Steele | Managing Director
Co-Head of Technology & Services Group

Events

UPCOMING CONFERENCES

Northstar Investment Forum
October 25 – 26, 2022

ACG Florida Capital Connection
November 1 – 3, 2022

ACG West Coast DealMaker Invitational
November 2 - 3, 2022

ACG LA Business Conference
November 8 – 10, 2022

RJ Technology Investors Conference
December 5 – 7, 2022

Northstar Consumer Summit
December 6 – 8, 2022

RAYMOND JAMES FEATURED NEWSLETTERS

CAPITAL STRUCTURE ADVISORY
[Debt Market Insight](#)

CONVENIENCE STORE & FUEL PRODUCTS DISTRIBUTION
[Car Wash Insight](#)
[Convenience Store Insight](#)
[Fuel Products Distribution Insight](#)

DIVERSIFIED INDUSTRIALS
[Aerospace & Aviation Insight](#)
[Defense & Government Services Market Intel Report](#)
[Defense & Space Quarterly](#)
[Environmental & Waste Insight](#)
[Executive Freight Trends Insight](#)
[Government Technology Solutions Quarterly](#)
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RAYMOND JAMES EQUITY RESEARCH

[September 2022 Research Register](#)

Disclosures

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