



# Atlantic Street Capital

## Who We Are

- Founded in 2006
- Headquartered in Stamford, Connecticut
- Over \$300M under management
- \$210M dedicated fund closed in 2016

*Atlantic Street Capital is a hands-on, operationally focused private equity firm that partners with entrepreneurs, closely held family-owned businesses, and management teams to create shared success.*

## Investment Criteria

### Transaction Criteria

- EBITDA of \$4-15M for platforms
- Equity commitment of \$15-40M
- 10%+ operating margins
- HQ in US & Canada
- Board control position

### Transaction Structure

- Recapitalizations
- Management Buyouts
- Corporate Divestitures
- Family Succession
- Consolidations

### Preferred Characteristics

- Market leader in specific industry vertical
- Differentiated product or service
- Scalable business models
- Strong cash flows
- Committed management team focused on accelerating growth
- Strategic alignment with Managing Partners and Operating Advisors' industry expertise
- No early stage, start-up, distressed, or turnaround situations

## Industry Focus

### Healthcare

- Specialty Physician Practices
  - Vision, Dermatology, Fertility, Physical Therapy, Urology, GI
- Veterinary
- Behavioral Health
- Clinical Lab & Pathology Testing
- Revenue Cycle Management
- Distribution & Outsourced Services



### Business Services

- Business Process Outsourcing (BPO)
- Tech-enabled Services
- Professional Services
- Facility Services
- Customer Engagement & Management
- Asset-light Logistics & Distribution



### Multi-Unit Retail

- Restaurants
  - QSR & Fast Casual
- Specialty Retail & Franchised Concepts
  - Wireless, Pet, Health & Wellness, Auto Aftermarket
  - Service-Oriented Concepts, Niche Retail



### Consumer

- Food & Beverage
- Ingredients & Flavors
- Pet Care & Products
- Health, Wellness & Nutrition
- OTC Pharma
- Private Label & Contract Manufacturing
- Consumer Services












*Things we don't do* — bio-tech, real estate, commodities, industrials, and heavy manufacturing

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Current Portfolio	Description	Industry	Add-Ons Completed	Add-On Targets
	<b>Lori's Gifts</b> — Carrollton, TX (December 2017) Largest multi-unit retailer of gift shops in hospitals with over 350 locations throughout the United States.	Multi-Unit Retail; Healthcare		Gift shop operators in hospitals, senior living, hospitality and other adjacent industries.
	<b>GAT Airline Ground Support</b> — Mobile, AL (May 2017) Service provider for commercial airlines including ramp services, passenger handling, and related ancillary services at airports throughout the US.	Business Services		Providers of ramp, passenger handling, cargo, and related ancillary services for commercial airlines and cargo carriers at US airports.
	<b>PLNTF Holdings</b> — Indianapolis, IN (March 2017) Franchisee of Planet Fitness health clubs in Indiana.	Multi-Unit Retail	1	Planet Fitness franchisees.
	<b>Lombart Instrument</b> — Norfolk, VA (April 2016) Leading value-added distributor of ophthalmic and optometric equipment.	Healthcare	1	Regional ophthalmic distributors of diagnostic equipment, consumables, and surgical instruments.
	<b>Fast Sandwich Holdings</b> — Rosemont, IL (July 2015) Franchisee of Jimmy John's locations in Chicago and Florida.	Multi-Unit Retail	1	Jimmy John's franchisees.
	<b>Uniguest</b> — Nashville, TN (December 2013) Provider of managed services for consumer-facing technologies, including self service kiosks and digital signage, primarily within the hospitality and office industries.	Business Services	4	Managed service providers for consumer facing technologies outside of hospitality; additional technology services for the hospitality industry.
	<b>Alex Apparel</b> — New York, NY (December 2011) Leading designer, manufacturer and distributor of traditional women's evening wear.	Consumer	2	
	<b>EZE Trucking</b> — Houston, TX (October 2009) Specialty heavy-haul and over-dimensional freight logistics services catering to customers in infrastructure, oil and gas, energy and aerospace markets across the United States.	Business Services	3	
	<b>Double B Foods</b> — Dallas, TX (February 2007) Specialty food manufacturer of hand-held frozen food products to the retail and foodservice industries, including restaurants, food distribution and grocery.	Consumer		

## Realized Investments

	<b>A Wireless</b> — Eden Prairie, MN Franchisee of over 600 Verizon Wireless retail stores throughout the United States built through a series of 13 acquisitions as well as new store openings. (Acquired October 2011; Exited January 2016)	Multi-Unit Retail	13	
	<b>Fleetgistics</b> — Orlando, FL Dedicated route delivery solutions and other third-party logistics services to a variety of customers, particularly retailers and medical laboratories. (Acquired June 2007; Exited March 2010)	Business Services	2	

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