



# 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, GI, Physical Therapy, Urology, Orthopedics & PT
- Veterinary
- Behavioral Health
- Clinical Lab & Pathology Testing
- Revenue Cycle Management
- Distribution & Outsourced Services



### Business Services

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



### Multi-Unit Retail

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



### 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




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**eIVF**  
 Headquarters: Dallas ,TX  
 Investment Year: 2018  
*Healthcare, Business Services/Software*  
 Seeking add-ons

Current




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**Lab Logistics**  
 Headquarters: West Haven, CT  
 Investment Year: 2018  
*Business Services, Healthcare*  
 Add-ons Completed: 1


Current




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**OrthoBethesda**  
 Headquarters: Bethesda, MD  
 Investment Year: 2018  
*Healthcare Services*  
 Seeking add-ons

Current




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**Sunrise Transportation**  
 Headquarters: Lisle, IL  
 Investment Year: 2018  
*Business Services*  
 Seeking Add-ons | Completed: 1


Current




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**Lori's Gifts**  
 Headquarters: Carrollton, TX  
 Investment Year: 2017  
*Multi-Unit Retail, Healthcare*  
 Seeking Add-ons


Current




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**GAT Airline Ground Support, Inc.**  
 Headquarters: Mobile, AL  
 Investment Year: 2017  
*Business Services*  
 Seeking Add-ons


Current




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**PLNTF Holdings**  
 Headquarters: Indianapolis, IN  
 Investment Year: 2017  
*Multi-Unit Retail*  
 Seeking Add-ons | Completed: 4


Current




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**Lombart Instrument**  
 Headquarters: Norfolk, VA  
 Investment Year: 2016  
*Healthcare*  
 Seeking Add-ons | Completed: 3

Current




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**Fast Sandwich, LLC dba Jimmy John's**  
 Headquarters: Rosemont, IL  
 Investment Year: 2015  
*Multi-Unit Retail*  
 Seeking Add-ons | Completed: 1

Current




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**Uniguest Inc.**  
 Headquarters: Nashville, TN  
 Investment Year: 2013  
*Business Services*  
 Seeking Add-ons | Completed: 5

Current




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**Alex Apparel Group, Inc.**  
 Headquarters: New York, NY  
 Investment Year: 2011  
*Consumer*  
 Add-ons Completed: 2

Current




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**Double B Foods**  
 Headquarters: Arlington, TX  
 Investment Year: 2006  
*Consumer*

Realized




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**EZE Trucking, Inc.**  
 Headquarters: Houston, TX  
 Investment Year: 2009  
*Business Services*  
 Add-ons Completed: 3

Realized




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**A Wireless (formerly Z Wireless)**  
 Headquarters: Minneapolis, MN  
 Investment Year: 2011 | Year Sold: 2016  
*Multi-Unit Retail*  
 Add-ons Completed: 13

Realized




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**Fleetgistics**  
 Headquarters: Orlando, FL  
 Investment Year: 2008 | Year Sold: 2010  
*Business Services*  
 Add-ons Completed: 2