



Atlantic Street Capital

Who We Are

- Founded in 2006
- Offices in New York, NY & West Palm Beach, FL
- Over \$865mm assets under management
- \$500mm dedicated fund closed in 2019

Atlantic Street Capital is an 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 \$4-15mm for platforms
- Equity commitment of \$15-75mm
- 10%+ operating margins
- HQ in US & Canada
- Board control position

Transaction Structure

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

Preferred Characteristics

- Market leadership in niche
- Differentiated product or service
- Scalable business models
- Strong financial profile
- Committed management team focused on accelerating growth
- Strategic alignment with Partner and firm industry/functional experience
- 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
- Home Health & Hospice
- Clinical Lab & Pathology Testing
- Revenue Cycle Management
- Distribution & Outsourced Services



Multi-Unit Retail

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



Business Services

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



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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 <p>Zips Car Wash Headquarters: Little Rock, AR Investment Year: 2020 Multi-Unit Retail, Auto Seeking add-ons</p>	 <p>All Star Auto Lights Headquarters: Orlando, FL Investment Year: 2019 Business Svcs., Specialty Distr., Auto Seeking add-ons Completed: 1</p>	 <p>Prescott's, Inc. Headquarters: Monument, CO Investment Year: 2019 Healthcare, Surgical Svcs. & Equipment Seeking add-ons</p>	 <p>United Veterinary Care Headquarters: Jupiter, FL Investment Year: 2019 Healthcare Services Seeking add-ons Completed: 5+</p>
 <p>eIVF Headquarters: Dallas, TX Investment Year: 2018 Healthcare, Business Services/Software Seeking add-ons</p>	 <p>Lab Logistics Headquarters: West Haven, CT Investment Year: 2018 Business Services, Healthcare Seeking add-ons Completed: 2</p>	 <p>OrthoBethesda Headquarters: Bethesda, MD Investment Year: 2018 Healthcare Services Seeking add-ons</p>	 <p>Sunrise Transportation Headquarters: Lisle, IL Investment Year: 2018 Business Services Seeking add-ons Completed: 2</p>
 <p>Lori's Gifts Headquarters: Carrollton, TX Investment Year: 2017 Multi-Unit Retail, Healthcare Seeking add-ons</p>	 <p>GAT Airline Ground Support, Inc. Headquarters: Atlanta, GA Investment Year: 2017 Business Services Seeking add-ons Completed: 1</p>	 <p>PLNTF Holdings Headquarters: Indianapolis, IN Investment Year: 2017 Multi-Unit Retail Seeking add-ons Completed: 7</p>	 <p>Advancing Eyecare Headquarters: Jacksonville FL Investment Year: 2016 Healthcare Seeking add-ons Completed: 7</p>
 <p>Uniguest Inc. Headquarters: Nashville, TN Investment Year: 2013 Business Services Seeking add-ons Completed: 7</p>	 <p>Double B Foods Headquarters: Arlington, TX Investment Year: 2006 Consumer</p>		

Realized Investments

 <p>Fleetgistics Investment Year: 2008 Sold: 2010 Business Services Add-ons Completed: 2</p>	 <p>A Wireless (formerly Z Wireless) Investment Year: 2011 Sold: 2016 Multi-Unit Retail Add-ons Completed: 13</p>	 <p>Alex Apparel Group, Inc. Investment Year: 2011 Sold: 2019 Consumer Add-ons Completed: 2</p>	 <p>EZE Trucking, Inc. Investment Year: 2009 Business Services Add-ons Completed: 3</p>	 <p>Fast Sandwich, LLC dba Jimmy John's Investment Year: 2015 Sold: 2020 Multi-Unit Retail Add-ons Completed: 1</p>
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For more information about our portfolio companies, visit us online:
www.atlanticstreetcapital.com