The Lenox Group, LLC is an Atlanta-based boutique investment bank, specializing in M&A advisory and capital raising services for private, middle-market companies

WHOM WE SERVE

CLIENT TYPE
- Private companies
- Family-owned businesses
- Entrepreneurs

COMPANY PROFILE
- $15-250 million in Revenue
- $3-$15 million in EBITDA
- >$15MM in Enterprise Value

GEOGRAPHIC AREA
- Southeast & Midwest Focus
- US Based with International Operations

SERVICES PROVIDED

M&A ADVISORY
- Sell-side and Buy-side:
  - Divestitures
  - Recapitalizations
  - Management and Leveraged Buyouts
- Recent Transactions:

CAPITAL RAISING
- Private Equity and Debt Placements
- Senior Debt Refinancing
- Growth Equity
- Acquisition Financing
- Recent Transactions:

FINANCIAL ADVISORY
- Business Valuations
- Fairness Opinions
- Strategic Advisory:
  - Shareholder Value Maximization Studies
- Recent Transactions:

INDUSTRY FOCUS

Industrial & Manufacturing
- Building Products & Materials
- Chemicals
- Industrial Services
- Electrical Equipment
- Engineered Products
- Metals & Machinery
- Natural Resources & Materials
- Paper, Plastics, & Packaging
- Precision Manufacturing
- Distribution & Transportation

Healthcare
- Facility-Based Care
- Healthcare Services
- Alternate Site Care
- Home Health
- Specialty Pharma
- Medical Devices & Products
- Medical Technology
- Nutraceuticals
- Pharma Services/Distribution
- Revenue Cycle Management
- Healthcare Informatics
- Biotech

Business Services & Technology
- Business Process Outsourcing
- Education Services & Tech
- Facility Services
- Payroll Services
- Route-Based Software
- Software & SaaS
- Staffing
- Transaction Processing

Consumer
- Branded Products
- Food & Beverage
- Consumer Packaging
- Hospitality & Entertainment
- Media & Digital Content
- Publishing & Printing
- Restaurants
- Retail

WHAT DIFFERENTIATES LENOX

Knowledge and Experience
- Team of seasoned advisors, with an average of 20 years experience
- Continuity provided by a core team together since 2006
- Experts in M&A and capital raising assignments

Focus and Specialization
- Deep understanding of family-owned, closely held businesses
- Consistent deal flow provides insight into current capital market trends
- Middle-market specialists
- Long term relationships with strategic and financial buyers

Attention and Leadership
- Founder-level attention / priority
- Creative solutions/results focused on client's objectives
- High completion rate
- Since 1998 closed over 100 transactions and $1bn in value

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SELECTED CLOSED TRANSACTIONS

Capital Raises and Recapitalizations	
EXCELL MINERALS	Represented a management team in acquiring a multinational entity with operations in South Africa, Brazil, Canada and the U.S. Raised senior debt, sub-debt, and equity capital to facilitate the transaction. Subsequently, advised management on its successful exit to Harsco Corp. (NYSE: HSC).
CROWN PRODUCTS & SERVICES	Advised Crown Products & Services, LLC, a leader in the formulation and application of proprietary specialty chemicals involved in the handling of various raw materials for the coal, steel and utility industries, on its recapitalization by Merit Capital Partners.
BPU REYNOLDS	Advised a management team comprised of Alcoa and Reynolds Metals executives on the acquisition of a Reynolds' alumina facility. Advised management on its successful exits sequentially to China Minmetals Corp. and Glencore International AG.
ESP	Advised Electronic Systems Protection, Inc., the leading provider of power protection technology for the office equipment industry, on its sale to Gridiron Capital in partnership with Company management.
SEKO WORLDWIDE	Supported a management team in the acquisition of a division of U.S. Freightways. Lenox bankers assisted in the negotiations and ran a successful process to secure financing for the transaction.
PRECISION	Advised and raised capital to support a management team's acquisition of the operations of MJ1, a manufacturing and outsource services company to various metal industries.
AIKG	Advised Andretti's Indoor Karting & Games on raising real estate and mezzanine capital to accommodate expansion of new locations throughout the U.S.
BEOCARE	Represented BeoCare Group Inc., a North Carolina based medical textiles manufacturer, on raising growth capital to expand a facility and provide working capital for a new contract.
Mergers, Acquisitions and Buyouts	
FAMILY CARE	Advised Family Care, a leading provider of home health services including nursing, live-ins, physical, occupational, and speech therapy, on the sale of the Company to CareSouth Health System, Inc.
POSEIDON GROUP	Advised Poseidon Group, a leading provider of emergency department information systems on the sale of the company to Quality Systems Inc. (NASDAQ: QSII).
FOX ELECTRONICS	Advised Fox Electronics, a leading global supplier of frequency control products to the electronics market, on the sale of the Company to Integrated Device Technology, Inc. (NASDAQ: IDTI).
GREYSTONE.NET	Advised Greystone.net, a provider of proprietary healthcare content to the hospital channel, on the sale of its content division to Staywell Custom Communications, a portfolio company of Vestar Capital.
HEALTHCOM PARTNERS	Advised HealthCom Partners, a leading provider of patient billing software and transaction processing services for healthcare providers, on the sale of the Company to McKesson Corp. (NYSE: MCK).
FRESH FROZEN FOODS	Advised Fresh Frozen, an emerging leader in the frozen foods packaging industry, on the acquisition of a frozen vegetable processor and distributor.
K-I LUMBER	Advised K-I Lumber, a Louisville, Kentucky based one-stop shop for building products, on the sale of the company to U.S. LBM, a portfolio company of BlackEagle Partners.
ADCAP NETWORK SYSTEMS	Advised ADCAP Network Systems, an Alpharetta, GA based managed services provider, on the sale of the company to Strategic Products and Services, a portfolio company of Court Square Capital Partners.
ACCORD SERVICES	Advised Accord Services, a Marietta, GA based homecare services provider, on the sale of the company to Coppermine Capital, a Boston, MA based family office.
BENNETT TOOL & DIE	Advised Bennett Tool & Die, a Nashville, TN based contract tooling and metal stamping supplier, on the sale of the company to a consortium of private equity firms including Kansas Venture Capital, Capital for Business, Jefferson Capital Partners and InvestAmerica.
Financial Advisory	
HUSQVARNA	Provided financial advisory and valuation services to Husqvarna, a leading international manufacturer and distributor of outdoor power products, in regards to acquisitions in the US and China.
SUNLINK HEALTH SYSTEMS	Provided a Fairness Opinion to the Board of Directors of Sunlink Health Systems (ASE: SSY) regarding a secondary offering of shares.

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