

## OUR FIRM

Founded in 2001, Falcon Capital Partners is an investment bank providing sell-side and strategic advisory services to middle and lower middle market companies. We have deep sector knowledge in the healthcare, technology, and business and financial services and industrial products and services markets. Our knowledge-based banking approach complements the tailored first-class experience and world-class results each client receives.

## OUR CLIENTS

We serve a broad spectrum of organizations, ranging from early stage, high growth companies to well-established, multi-billion dollar global corporations.

### BUSINESS OWNERS

Founders of private companies and family-owned businesses looking for liquidity event, growth capital, or strategic partner.

### CORPORATIONS

Large companies, both public and privately owned, looking to divest or carve out assets or strategically search for acquisition candidates.

### FINANCIAL SPONSORS

Financially sponsored companies looking to exit, invest in new opportunities, or acquire strategic add-on companies.

## OUR SERVICES

We dive deep into company operations, markets, customers and competitors to ensure that all our client engagements are consummated at the highest value and in a timely and efficient manner.

### SELL-SIDE ADVISORY

- Private business sales
- PE- & VC-backed company sales
- Corporate divestitures

### STRATEGIC ADVISORY


- Board-level growth advisory
- Growth-oriented capital raises
- Buy-side acquisition strategies

## OUR SECTORS

With decades of direct operating and investment banking experience, we offer advisory services to companies in a variety of focused markets with a deep understanding beyond the numbers.



**Healthcare**



**Technology**



**Business & Financial Services**



**Industrial Products & Services**

- Healthcare IT
- Healthcare Services

- Software
- Tech-Enabled Services
- Data Analytics & Intelligence

- Business Services
- Financial Services

- Niche Manufacturing & Packaging
- Value-Added Distributions

## HEALTHCARE

has been acquired by

Falcon served as self-side advisor to Dynamic Healthcare Systems

Member Mgmt. & Risk Adjustment

has been acquired by

Falcon served as self-side advisor to Grayhawk Home Care

Home Care & Nursing

has been acquired by

Falcon served as self-side advisor to CPa Medical Billing

Revenue Cycle Management

has been acquired by

Falcon served as self-side advisor to Central Jersey Urgent Care

Healthcare Service Facility

has merged with

a portfolio company of

Falcon served as self-side and strategic advisor to Deerwalk

Payer Data Analytics Software

a product line of

a portfolio company of

has been acquired by

Falcon served as self-side advisor to Capsule Technologies

Remote Patient Monitoring Tech

## TECHNOLOGY

has been acquired by

a portfolio company of

Falcon served as self-side advisor to Cannon Group

Technology Expense Management

has been acquired by

a portfolio company of

Falcon served as self-side advisor to Network Control

Technology Expense Management

has been acquired by

a portfolio company of

Falcon served as the exclusive financial advisor to BTB Security

Cybersecurity Managed Services

has been acquired by

a portfolio company of

Falcon served as strategic and self-side advisor to Metaport

Telecom Expense Mgmt. Software

has been acquired by

Falcon served as self-side advisor to Qualtrax, Inc.

Compliance Workflow Software

has been acquired by

a portfolio company of

Falcon served as self-side advisor to Dickinson + Associates

SAP Consulting and Integration

## BUSINESS & FINANCIAL SERVICES

Recapitalized by

Falcon Served as self-side advisor to Aprio

Financial Services

has been acquired by

a portfolio company of

Falcon served as self-side advisor to Cannon Group

Technology Expense Management

has been acquired by

Falcon served as self-side advisor to Qualtrax, Inc.

Compliance Workflow Software

has been acquired by

a portfolio company of

Falcon served as self-side advisor to Dickinson + Associates

SAP Consulting and Integration

Acquired by

Falcon Served as self-side advisor to Aprio

Healthcare Services

Acquired by

Falcon Served as self-side advisor to Aprio

Healthcare Services

## INDUSTRIAL PRODUCTS & SERVICES

has been acquired by

Falcon served as self-side and strategic advisor to General Econopak (GEPKO)

Sterile Packaging Manufacturer

has been acquired by

Falcon served as self-side and strategic advisor to FlagZone

2<sup>nd</sup> Largest Flag Manufacturer

has been acquired by

Falcon served as self-side advisor to X-Tip LLC

Dental Supply Manufacturer

has received investment from

Falcon served as strategic advisor to All Traffic Solutions

Smart Traffic and Speed Signs

has received strategic and transactional advisory services

Falcon served as strategic advisor to DMI Sports

Out-of-Home Media Network

has received financial and growth advisory services

Falcon served as strategic advisor to Ingenuity Sun Media, LLC

Out-of-Home Media Network

Securities Products offered through BA Securities, LLC Member FINRA, SIPC

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