

## WHO ARE WE

The Non-Physician Practice Management side of Cross Keys Capital was formed in 2002. It is currently led by four managing directors – Rick Becker, David Burns, Roger Schoenfeld, & Michael Schuster – and is based in two geographic offices: (i) Fort Lauderdale and (ii) Chicago. The team is currently fourteen investment bankers strong who solely focus on sell-side opportunities of privately-held companies with earnings (EBITDA) from \$1.5mm to \$15 million.

Our average transaction value over the last decade is ~ \$45 million and approximately half of our successfully closed transactions go to strategic buyers and the remainder to private equity, family offices, search funds and the like. The vast majority of our work involves majority control transactions, although Cross Keys will entertain leveraged recaps and minority structures with the right fact pattern.

The **Generalist Group** alone has successfully completed over **180 transactions** since its inception with a total enterprise valuation in excess of \$5.0 billion. Industries in which Cross Keys has completed multiple transactions include, but are not limited to, the following:



**3PL/WAREHOUSING/LOGISTICS**



**AEROSPACE & DEFENSE**



**BUILDING PRODUCTS**



**DISTRIBUTION**



**E-COMMERCE**



**ENVIRONMENTAL SERVICES**



**FOOD & BEVERAGE**



**FRANCHISING**



**HEALTHCARE SERVICES  
(MULTI-LOCATION)**



**INFORMATION TECHNOLOGY**



**INFRASTRUCTURE SERVICES**



**INSURANCE AGENCIES**



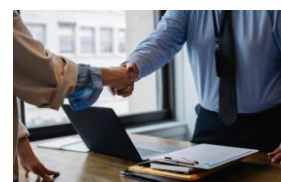
**NICHE MANUFACTURING**



**PACKAGING**



**SCRAP METAL**



**STAFFING & OUTSOURCING**

Long-standing strategic relationships with Truist Bank, Calamos Wealth, Cherry Bekaert, J.P. Morgan, Provenance Wealth, Raymond James, Wells Fargo, and Harris Williams allow for a robust pipeline which is laser focused on the lower middle-market.