

THE POWER OF
ACG[®]
Atlanta



Driving Middle-Market Growth[®]

A GLOBAL NETWORK

ACG GLOBAL

Founded in 1954, the Association for Corporate Growth has 61 chapters worldwide representing 15,000 members. ACG serves 15,000 investors, owners, executives, lenders and advisers to growing middle-market companies. Our mission is simply Driving Middle-Market Growth.

AS A MEMBER OF ACG ATLANTA, YOU RECEIVE ACCESS TO ACG GLOBAL ANNUAL CONFERENCES AND EVENTS TO TAKE YOUR NETWORK GLOBAL.

- ▶ Over 1,200 networking events globally including the premier event Dealmax
- ▶ Access to top financial data through GF Data and Grata
- ▶ Expert intelligence with Middle Market Growth magazine, webinars, podcasts and more

ACG CHAPTERS

ACG 101 CORRIDOR

ACG 757 NETWORK

ACG ARIZONA

ACG ATLANTA

ACG AUSTIN/SAN ANTONIO

ACG AUSTRIA

ACG BIRMINGHAM NETWORK

ACG BOSTON

ACG BRITISH COLUMBIA ACG

CALGARY

ACG CHARLESTON

ACG CHARLOTTE

ACG CHICAGO

ACG CINCINNATI

ACG CLEVELAND

ACG COLUMBUS

ACG CONNECTICUT

ACG DALLAS/FORT WORTH

ACG DENVER

ACG DETROIT

ACG EDMONTON

ACG GERMANY

ACG GLOBAL

ACG HOLLAND

ACG HOUSTON

ACG INDIANA

ACG KANSAS CITY

ACG KENTUCKY

ACG LOS ANGELES ACG

LOUISIANA

ACG MARYLAND

ACG MIAMI NETWORK

ACG MINNESOTA

ACG NATIONAL CAPITAL

ACG NEBRASKA

ACG NEW JERSEY

ACG NEW YORK

ACG NORTH FLORIDA

ACG OKLAHOMA NETWORK

ACG ORANGE COUNTY

ACG ORLANDO

ACG PHILADELPHIA

ACG PIEDMONT TRIAD

NETWORK ACG PITTSBURGH

ACG PORTLAND

ACG QUEBEC

ACG RALEIGH DURHAM

ACG RICHMOND

ACG SAN DIEGO

ACG SAN FRANCISCO ACG

SEATTLE

ACG SILICON VALLEY

ACG SOUTH FLORIDA

ACG SPAIN

ACG ST. LOUIS

ACG TAMPA BAY ACG

TENNESSEE ACG

TORONTO

ACG U.K.

ACG UTAH

ACG W. MICHIGAN

ACG WILMINGTON

ACG WISCONSIN

75% OF ACG MEMBERS REPORT THAT THEY HAVE
DONE BUSINESS WITH FELLOW MEMBERS.

THIS RETURN ON INVESTMENT HAS MADE ACG THE MOST TRUSTED AND
RESPECTED RESOURCE FOR MIDDLE-MARKET DEALMAKERS AND BUSINESS
LEADERS WHO INVEST IN GROWTH AND BUILD COMPANIES.



VISIT ACG GLOBAL TO LEARN MORE
ABOUT YOUR GLOBAL NETWORK:
[HTTPS://WWW.ACG.ORG/](https://www.acg.org/)

ACG ATLANTA

ACG Atlanta is proudly one of the largest global chapters and is composed of over 600 individuals in decision-making positions, who have personal and professional interest in corporate growth, organic growth, mergers and acquisitions, joint ventures, and licensing arrangements.

The Atlanta chapter of the ACG works as the preeminent networking and educational organization for deal-makers. Our purpose is to connect M&A professionals through engaging programs and events that provide opportunities to

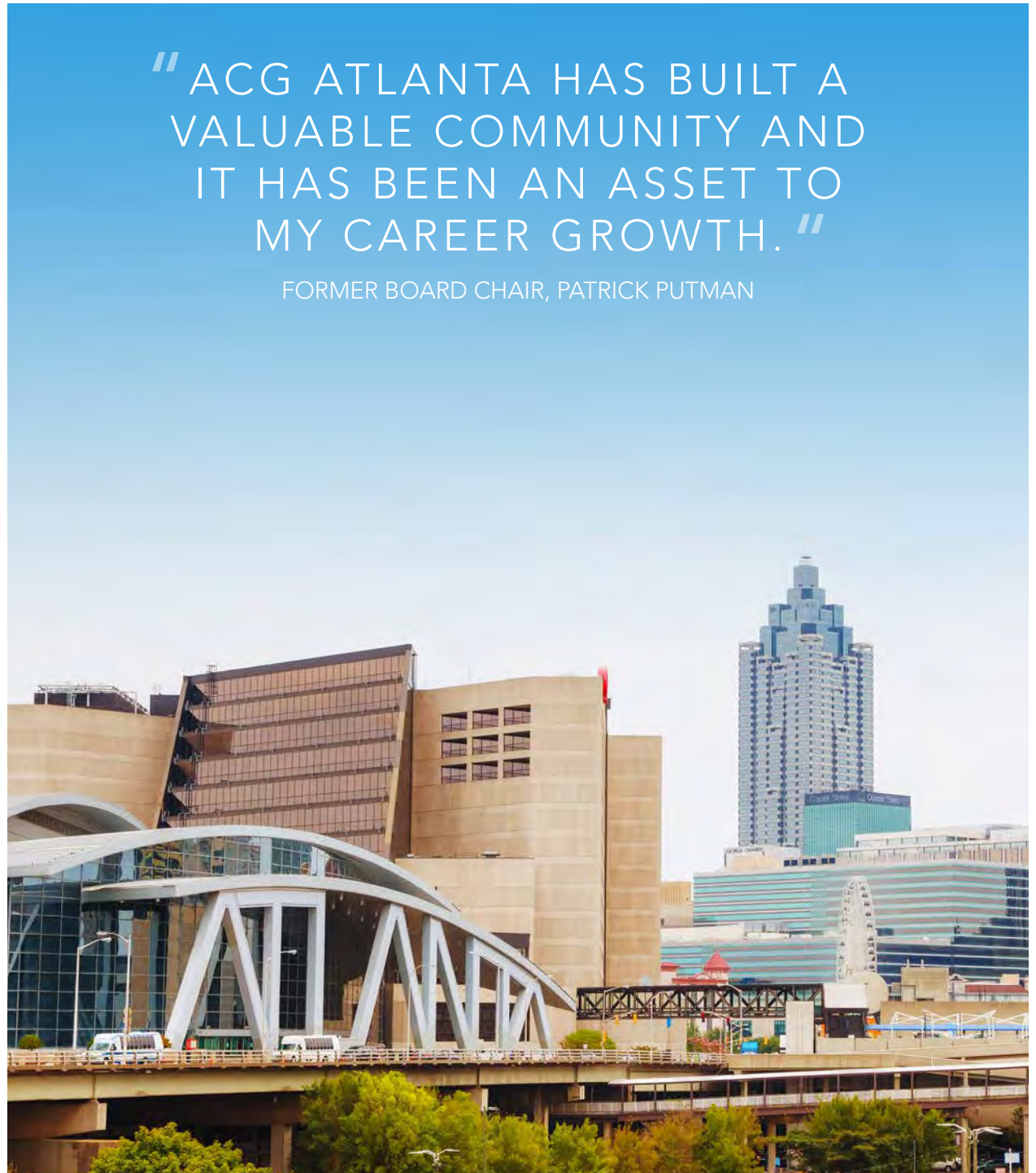
Enjoy great content at programs and events,

Connect with others focused on best practices, organic and acquisitive growth

- ▶ Enrich the community with volunteer opportunities for our future leaders and for young students
- ▶ Access a variety of exclusive print and online resources

“ACG ATLANTA HAS BUILT A VALUABLE COMMUNITY AND IT HAS BEEN AN ASSET TO MY CAREER GROWTH.”

FORMER BOARD CHAIR, PATRICK PUTMAN



ACG IS FOR & ABOUT DEALMAKERS

A leading network for middle market M&A professionals focused on facilitating relationships valuable in sourcing and successfully completing transactions. ACG Atlanta builds these relationships through educating dealmakers on trends and best practices and promoting awareness of our vibrant dealmaking community.

ESTABLISHING CONNECTIONS & DELIVERING VALUE

ACG Atlanta hosts over 35 high-quality events and educational programs a year. These events are known as deal-generating networking events, making our community even stronger. Join us in monthly breakfast briefings, corporate-only roundtables, private equity workshops, young dealmakers' and women's events and Southeast Regional Deal School.

GENERATING & CLOSING DEALS

ACG Atlanta facilitates relationships that will enable you to source, structure, negotiate and successfully close more deals.



OUR MISSION: DRIVING MIDDLE-MARKET GROWTH

ACG Atlanta is the leading network for middle market M&A focused on facilitating relationships valuable in sourcing and successfully completing transactions; educating our members on current trends and best practices; and promoting awareness of our regional dealmaking community.



THE VALUE OF MEMBERSHIP

JOINING ACG ATLANTA IS AN INVESTMENT IN YOUR CAREER, YOUR PROFESSIONAL DEVELOPMENT AND YOUR BUSINESS. AS A MEMBER, YOU'LL HAVE ACCESS TO EVENTS, PUBLICATIONS, AND INTELLIGENCE, AND YOU'LL BE PLUGGED INTO A BUSINESS REFERRAL NETWORK THAT RESULTS IN IMPROVED DEAL FLOW, NEW CLIENT OPPORTUNITIES, AND THE OPPORTUNITY TO ESTABLISH POWERFUL RELATIONSHIPS.

Membership pays for itself: by attending three monthly meetings and the annual conference, for instance, you'll have recouped your annual membership fee. More importantly, you'll make connections through ACG Atlanta that could help you take your business, and your career, to the next level.

NO OTHER NETWORK GIVES YOU THIS EXCLUSIVE LOCAL AND GLOBAL NETWORK OF SENIOR CORPORATE EXECUTIVES, M&A PROFESSIONALS & ADVISORS.



CONNECTIONS

- ▶ Across Georgia & Around the World
- ▶ Chapter Events & ACG Capital Connections®
- ▶ Online Member Directory and Social Media Platform
- ▶ ACG JobSource
- ▶ Networking with Members

KNOWLEDGE

- ▶ Corporate Growth & Development
- ▶ Mergers and Acquisitions Journal
- ▶ White Papers and Industry Insights
- ▶ Public Policy Briefings
- ▶ Online Library
- ▶ E-Newsletters

OPPORTUNITIES

- ▶ M&A South
- ▶ ACG DEALMAX®
- ▶ Chapter and Regional Events
- ▶ Exclusive Member Benefits, Discounts, Services and Pricing

A LOCAL COMMUNITY WITH A GLOBAL REACH



ACG PROVIDES ACCESS TO FACE-TO-FACE MEETINGS, ONLINE TOOLS, STRUCTURED NETWORKING OPPORTUNITIES, EXCLUSIVE MEMBER BENEFITS AND LEADING-EDGE MARKET INTELLIGENCE TO HELP YOU BUILD POWERFUL BUSINESS CONNECTIONS.

ACG ATLANTA SIGNATURE EVENTS

- ▶ M&A SOUTH in February
- ▶ Georgia Fast 40 Awards & Celebration in June
- ▶ Taste of ACG Atlanta in August
- ▶ Deals of The Year in the Fall with the Atlanta Business Chronicle

Signature events are the largest events of the year bringing all of our members together to connect deal makers, celebrate deals made and grow our community. These events provide a platform for success throughout the year and for years to come. As a member, you will see the impact of these events.

Chapter programs change with trends to meet members needs to your benefit. We host monthly breakfast and evening speakers, panel presentations and networking events. ACG Atlanta's programs are centered on corporate connections and growth. ACG Atlanta caters to your needs and you tailor the experience.

ACG ATLANTA
MEMBERS RECEIVE
A WEALTH OF
INFORMATION
AND RESOURCES AT
BOTH THE GLOBAL
AND LOCAL LEVELS.

ATTEND ANY OF THE ACG
ATLANTA OVER 35 PROGRAMS
PER YEAR.

NETWORK WITH DEALMAKERS
AT BREAKFASTS, LUNCHEONS,
CONFERENCES AND
SOCIAL EVENTS.



VISIT OUR SITE AND JOIN ONLINE HERE:
ACG.ORG/ATLANTA/MEMBERSHIP-TOOLS/
JOIN-OR-RENEW

GEORGIA FAST 40

EACH YEAR, ACG ATLANTA TAKES THE OPPORTUNITY TO HONOR THE 40 FASTEST GROWING MIDDLE MARKET COMPANIES HEADQUARTERED IN GA.

Criteria and selection for the award includes the following.

- ▶ For profit and headquartered in Georgia
- ▶ Most recent year-end revenues ranging from \$15 million to \$1 billion
- ▶ Three years of verifiable revenue and employment growth.

THESE COMPANIES SHOW INCREDIBLE GROWTH TO GEORGIA'S MIDDLE-MARKET BUSINESS COMMUNITY, NOT ONLY FROM REVENUE AND EMPLOYEE GROWTH BUT IN GIVING BACK TO THE COMMUNITY. WE CELEBRATE THE HARD WORK AND DEDICATION THESE ORGANIZATIONS HAVE ACHIEVED YEAR OVER YEAR. THE FAST 40 AWARDS CELEBRATION IS A SIGNATURE EVENT FOR ACG ATLANTA AND ONE OF THE MOST LOOKED FORWARD TO EVERY YEAR.



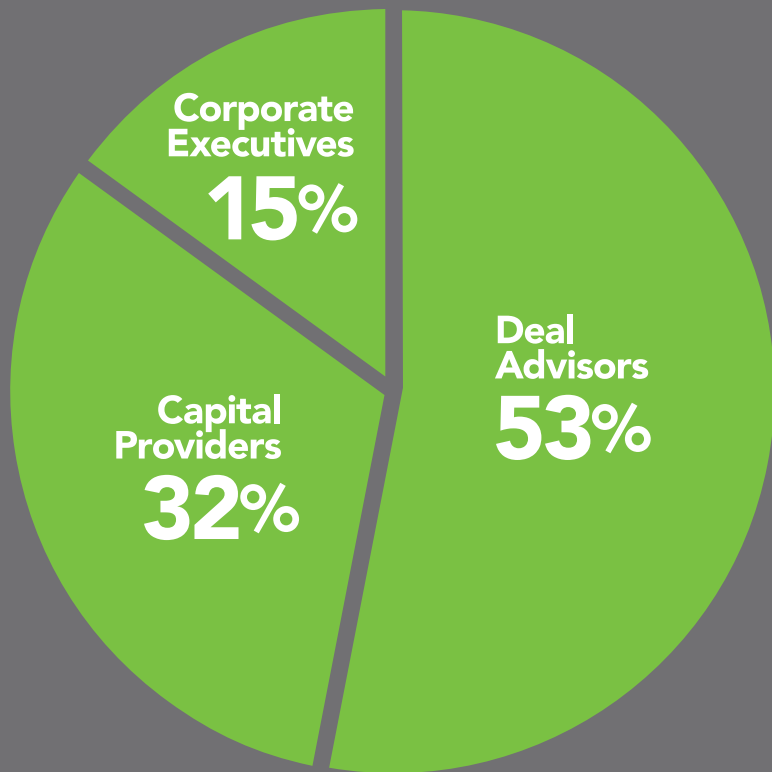
EXPLORE GEORGIA'S FAST 40 AND SEE
COMPANIES WHO HAVE MADE THE LIST:
[HTTPS://WWW.ACG.ORG/ATLANTA/EVENTS/
SIGNATURE-EVENTS/GEORGIA-FAST-40-AWARDS](https://www.acg.org/atlanta/events/signature-events/georgia-fast-40-awards)



THE ACG AUDIENCE

OUR ORGANIZATION
IS MADE UP OF:

DEAL ADVISORS,
CAPITAL PROVIDERS, and
CORPORATE EXECUTIVES.



PRIOR SPEAKERS

TOP ROW, L TO R:

NEAL ARONSON

FOUNDER & MANAGING PARTNER, ROARK CAPITAL

DAN CATHY

CEO, CHICK-FIL-A

MIKE COTE

PRESIDENT & CEO, SECUREWORKS

SHAQUILLE O'NEAL

INVESTOR & RETIRED NBA PLAYER

BOTTOM ROW, L TO R:

DR. CHARLES KRAUTHEIMER

POLITICAL COMMENTATOR

WASHINGTON POST & OTHER MEDIA OUTLETS

MARCUS LEMONIS

CNBC'S THE PROFIT & CAMPING WORLD

ARCHIE MANNING

ALL-AMERICAN QUARTERBACK AND NFL ICON

BERNIE MARCUS

CO-FOUNDER, THE HOME DEPOT

DRIVING MIDDLE-MARKET GROWTH



TAX

There are approximately 200,000 middle market companies—those with revenues between \$10 million and \$1 billion. Middle-market companies have distinct disadvantages relative to larger or even smaller companies, yet are vital contributors to America's tax base and are essential to more jobs growth.

America's current corporate tax rate is the second-highest in the world, a significant competitive disadvantage.

ACG advocates for simpler and fairer tax environment for middle-market businesses and capital providers to attract and incentivize investment and stimulate job creation. ACG supports comprehensive tax reform that preserve interest deductibility on corporate debt and maintain capital gains treatment of carried interest.

PRIVATE CAPITAL

ACG members invest in and operate growing middle-market businesses. Many of these investments are provided by private equity funds. According to Pitchbook, 85 percent of all private equity transactions in 2015 involved companies with less than \$500 million in revenue. The investors in these private equity funds are primarily public pension funds, college endowments and other limited partners.

Regulatory challenges continue to impact the ability of growing midsize private equity firms to focus on deploying capital, growing middle-market businesses and creating jobs.

ACG supports modifying compliance, regulatory and legislative burdens for middle-market private capital providers while maintaining important investor protections that includes engagement of federal agencies and Congressional committees with oversight of ACG members and capital formation.

JOB CREATION

ACG members, their firms, and portfolio investments come in all shapes and sizes. The middle market provides 48 million jobs in America—about 40 percent of the American workforce.

The middle market* is the principal engine of the U.S. economy. According to the National Center for the Middle Market at The Ohio State University, this segment accounts for one-third of private sector GDP and produces more new jobs than large or small businesses. With tens of millions of employees, the vitality of the middle market is critical to the health of American families, communities, and the overall economy.

ACG advocates for policies, legislation and regulations that enable middle-market companies to create and preserve jobs in a changing global economy.

ACG ATLANTA

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- ▶ Enjoy great content at programs and events, offered each month
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- ▶ Enrich the community with volunteer opportunities for our future leaders and for young students
- ▶ Access a variety of exclusive print and online resources



CORPORATE DEVELOPMENT ROUNDTABLES & GROWTH EQUITY-BACKED EXECUTIVE ATLANTA ROUNDTABLES

ACG ATLANTA HOSTS ROUNDTABLES FOR CORPORATE DEVELOPMENT EXECUTIVES AND CONTINUES TO FOSTER AND BUILD THE ECONOMY AROUND US. THROUGH OUR CORPORATE DEVELOPMENT PROGRAMS AND CONTENT WE PROVIDE A NETWORK FOR CONTINUOUS GROWTH AND LEARNING.

GROW

YOUR ATLANTA CORPORATE NETWORK.

LEARN

FROM YOUR PEERS IN ATLANTA.

MEET

LIKE-MINDED PROFESSIONALS AND INVESTORS.

SUPPORT

THE ATLANTA CORPORATE DEVELOPMENT COMMUNITY.

EACH ROUNDTABLE AVERAGES AROUND 20-30 PARTICIPANTS. THERE IS STRONG MEMBERSHIP FROM THESE ATTENDEES.

Atlanta is the corporate home to many Growth-Equity backed companies. In 2017 ACG Atlanta created GEAR, a roundtable and networking series for C-Level executives of Growth-Equity backed companies.

GEAR, The Growth Equity Atlanta Roundtables, is a network of private equity-backed, C-suite executives that offers topical, insightful programs driven by peer CEOs and CFOs. Each gathering offers ample time for networking, idea sharing and group discussion in a confidential peer-only environment.

AT THESE NETWORKING EVENTS, ATTENDEES HAVE THE OPPORTUNITY TO:

- Engage with a community of like-minded executives who live the challenges and opportunities of PE backing.
- Collaborate with peers to gain exposure to ideas and managerial tactics that can help drive growth and optimize the relationship with your PE partner.
- Share experiences and best practices to succeed at every turn, from navigating the investment process and managing growth to planning a future exit.

M&A SOUTH

M&A SOUTH IS FOCUSED ON PEOPLE LOOKING TO FILL THEIR DEAL FUNNEL.

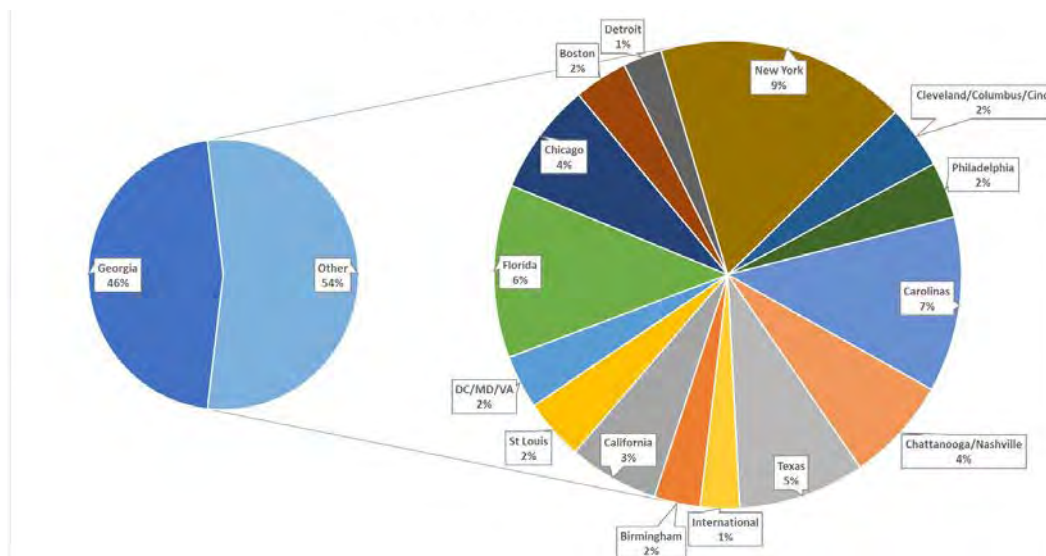
IT IS A MULTI-DAY EVENT, WITH OVER 50 PERCENT OUT-OF-STATE ATTENDANCE. IT IS THE PREMIER NETWORKING EVENT IN THE SOUTHEAST FOR PARTICIPANTS IN ALL FACETS OF CORPORATE GROWTH AND MIDDLE MARKET DEALMAKING.

The event presents the opportunity for intermediaries, corporate development officers, accountants, lawyers, senior lenders and other dealmakers to meet and greet with top private equity and mezzanine capital providers.

Exhibitors include approximately 200 Private Equity Groups, Investment Banks and Mezzanine Capital Funds.



M&A SOUTH ATTENDEES BY LOCATION



1,200+ ATTENDEES

FROM 36 STATES, 3 INTERNATIONAL CITIES

45% CAPITAL PROVIDERS

BALANCE WAS THE ECOSYSTEM THAT SUPPORTS THE DEALS

49 EXECUTIVE REGISTRATIONS

FOR CORPORATE DEVELOPMENT

REPRESENTING 6300
DEALS AND \$702B
INVESTED IN 2022
*from Pitchbook





TASTE OF ACG ATLANTA

THE ACG LOOKS FORWARD TO THE ANNUAL EVENT EACH YEAR.

On this night, members have the opportunity to socialize and network over hand-selected wines and spirits from around the world. Event features include the following.

- ▶ Fine Wine Raffle Tickets are available at the event for entry to win fine wine baskets and more.
- ▶ Dealmakers Lounge Take time to connect with the deal makers in your network in our designated lounge area during the event.
- ▶ Executive Gift Bag Take home a terrific wine bag filled with gifts provided by sponsors of the event. This is limited to the first 500 guests.

Always one of ACG Atlanta's favorite events, attendance availability is limited.



DEALS OF THE YEAR

THE DEALS OF THE YEAR EVENT RECOGNIZES SEVERAL M&A DEALS WORTHY OF DISTINCTION IN OUR MARKET. THE VARIOUS "DEALS OF THE YEAR" AWARDS ARE GIVEN TO COMPANIES OR PRIVATE EQUITY FIRMS FOR ACCOMPLISHMENTS REGARDING A MERGER, ACQUISITION OR CAPITAL MARKET TRANSACTION.

The ACG Atlanta Chapter and the Atlanta Business Chronicle honor companies and their successful business transactions that have impacted the Atlanta region in a meaningful way. Eligible deals include acquisitions, divestitures, mergers, IPO's, major capital markets transactions, significant financings and investments, and other transformative strategic transactions involving Metro Atlanta headquartered companies which have been consummated in the last calendar year. The award will recognize a deal/transaction involving established businesses with a \$10 million minimum transaction that closed in the prior year.



DEALS
OF THE YEAR
AWARDS

ACG.ORG/ATLANTA