

Abry Partners

A Leading Private Equity Firm

Tiburon Written Research
May 31, 2022



TIBURON STRATEGIC ADVISORS

Industry Leading Think Tank, Advisor, and Investor in
Wealth & Investment Management (and Related WealthTech) Firms

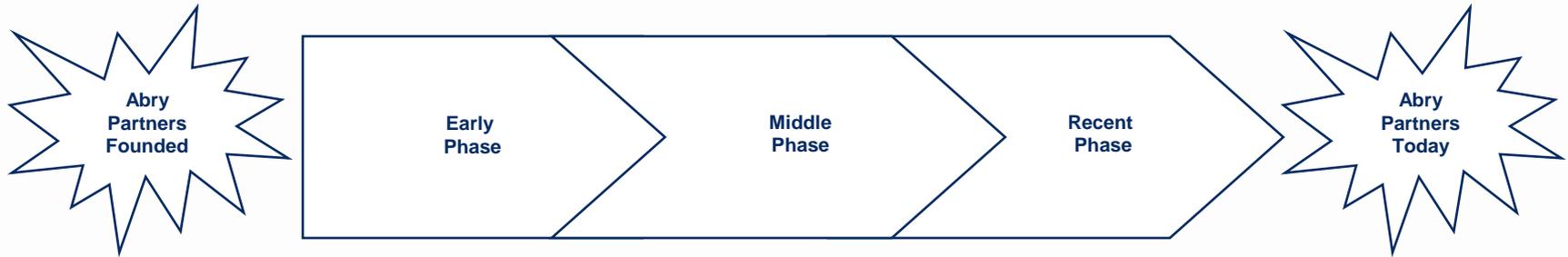


Comments

- **Founded in 1989**
 - **Founded by Andrew Banks & Royce Yudkoff**
- **Based in Boston, MA**
- **1 office**
- **4 funds**
- **550 cumulative investments**
- **\$82.0 billion cumulative invested capital**
- **\$13.7 billion assets under management**
- **Co-CEOs: CJ Brucato & Jay Grossman**
- **Web site: www.abry.com**

Abry Partners was Founded in 1989 and Has Subsequently Evolved Through their Early, Middle, & Recent Phases

Abry Partners History



Approximate Dates:	1989	1989 - 1999	2000 - 2015	2016 - 2022	2022
Key Steps:	<ul style="list-style-type: none"> • 1989: Abry Partners founded 	<ul style="list-style-type: none"> • 1996: CJ Brucato joined • 1996: Jay Grossman joined 	<ul style="list-style-type: none"> • 2004: John Hunt joined 	<ul style="list-style-type: none"> • XXXX: -- 	

abrypartners

Source: 5/31/22 Abry Partners Web Site; 5/31/22 LinkedIn Web Site; 4/18/19 Abry Partners Web Site; 4/18/19 Crunchbase Web Site; Tiburon Research & Analysis

Abry Partners was Founded by Andrew Banks & Royce Yudkoff in 1989



Comments

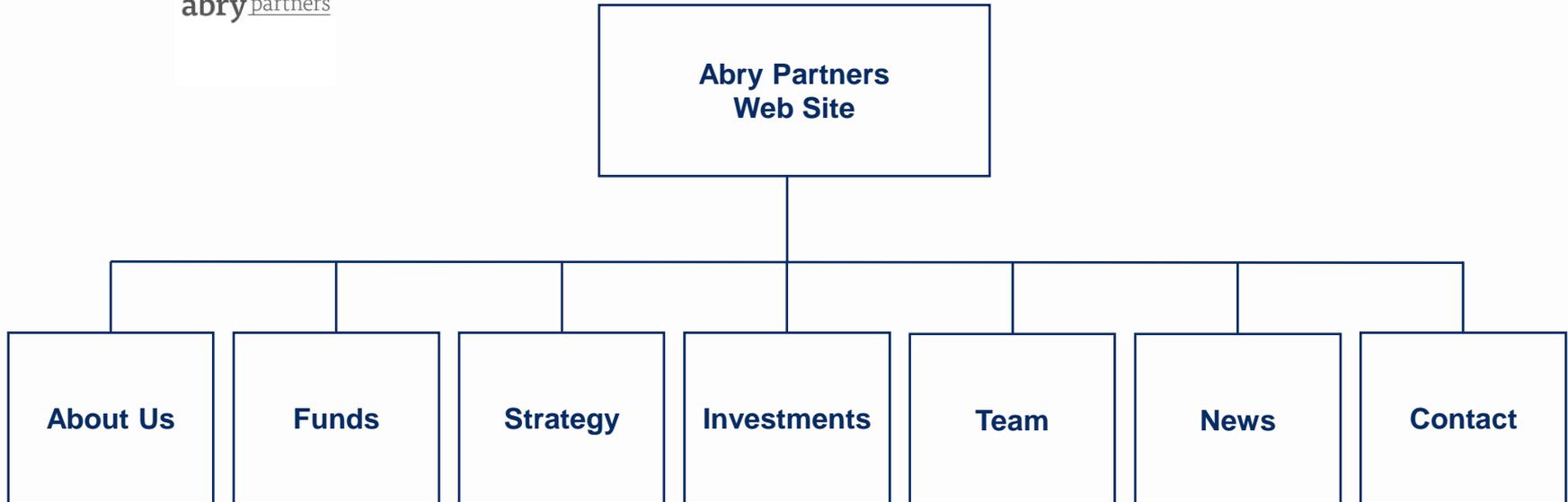
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Source: 5/31/22 Abry Partners Web Site; 5/31/22 LinkedIn Web Site; 4/18/19 Abry Partners Web Site; 4/18/19 Crunchbase Web Site; Tiburon Research & Analysis

Abry Partners Has a Web Site with Seven Core Sections, Including About Us, Funds, Strategy, Investments, Team, News, & Contact

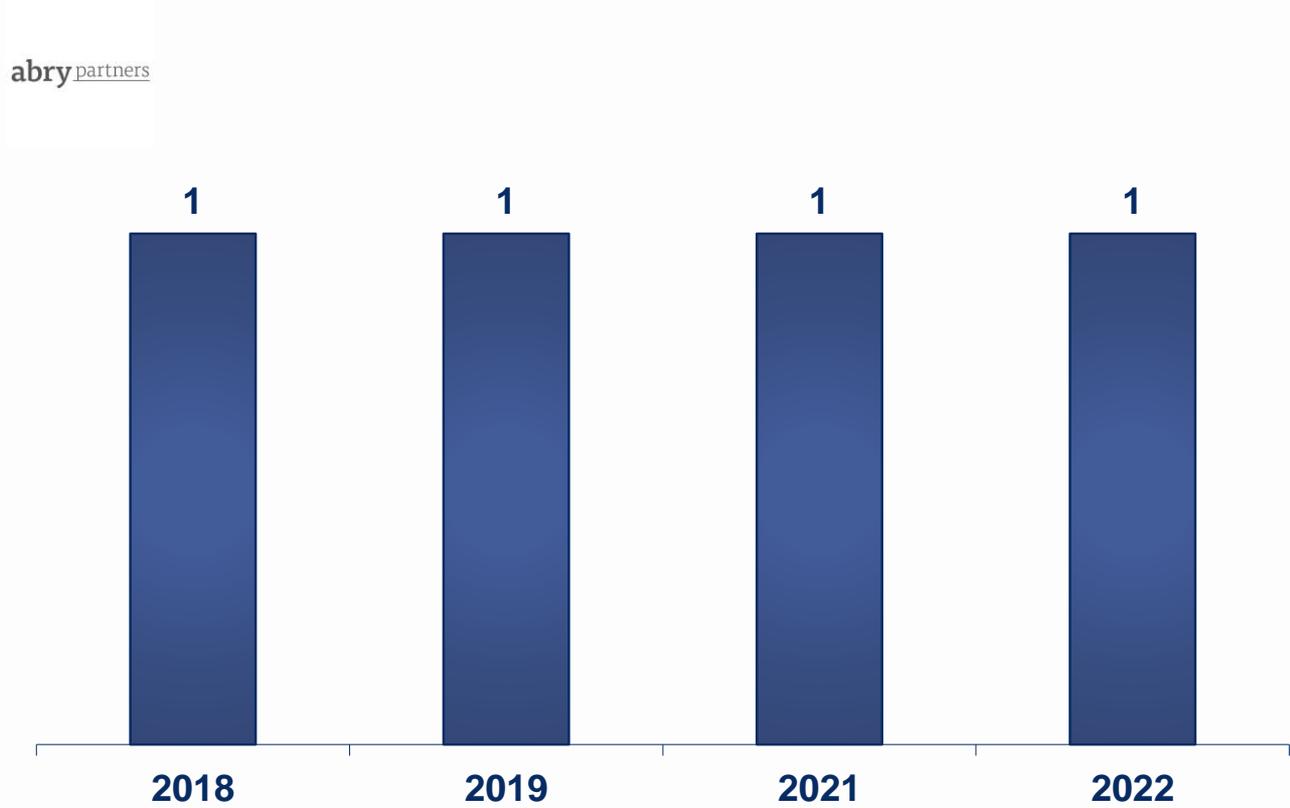
Abry Partners Web Site

abrypartners



Abry Partners Has One Office, Consistent Since 2018

Abry Partners Offices



Source: 5/31/22 Abry Partners Web Site; 4/18/19 Abry Partners Web Site; Tiburon Research & Analysis

Abry Partners' Offices Include Boston, MA

Abry Partners Offices

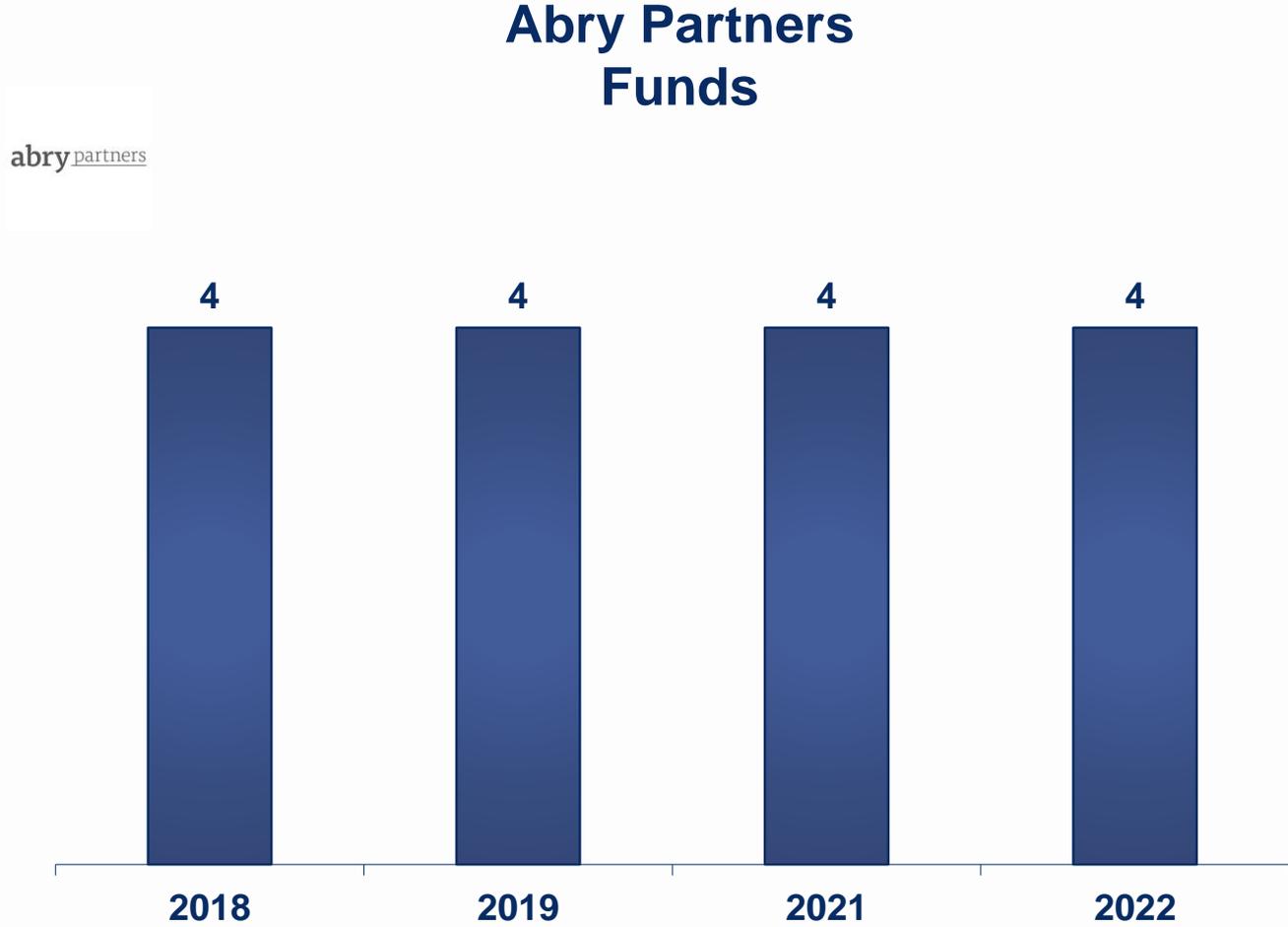
- **Boston, MA**

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The logo for Abry Partners, featuring the word "abry" in a bold, lowercase sans-serif font, followed by "partners" in a smaller, lowercase sans-serif font with a thin underline.

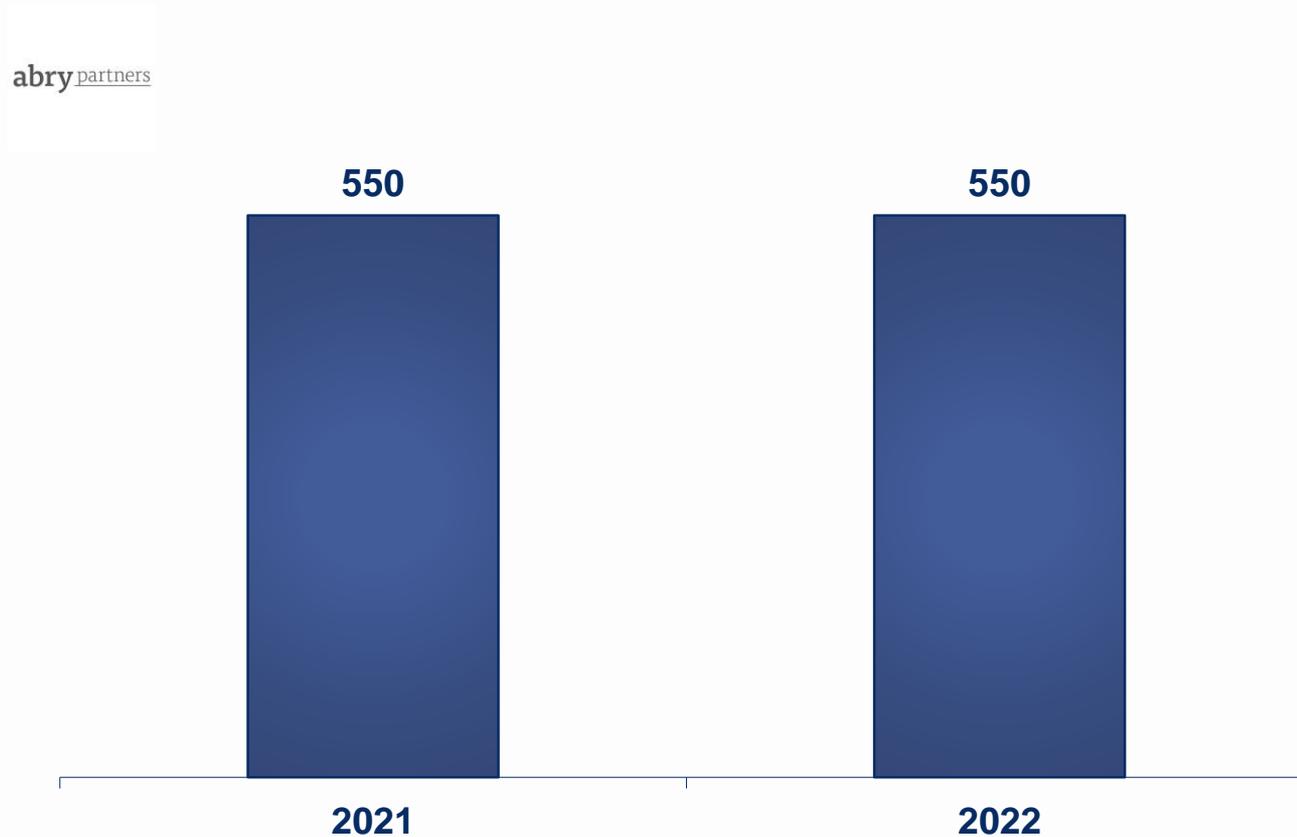
Abry Partners Has Raised Four Funds, Consistent Since 2018



Source: 5/31/22 Abry Partners Web Site; 4/18/19 Abry Partners Web Site; Tiburon Research & Analysis

Abry Partners Has Made 550 Cumulative Investments, Consistent Since 2021

Abry Partners Cumulative Investments



Source: 5/31/22 Abry Partners Web Site; Tiburon Research & Analysis

Abry Partners' Investments Include Beacon Pointe Wealth Advisors

Abry Partners Investments

- **Beacon Pointe Wealth Advisors**

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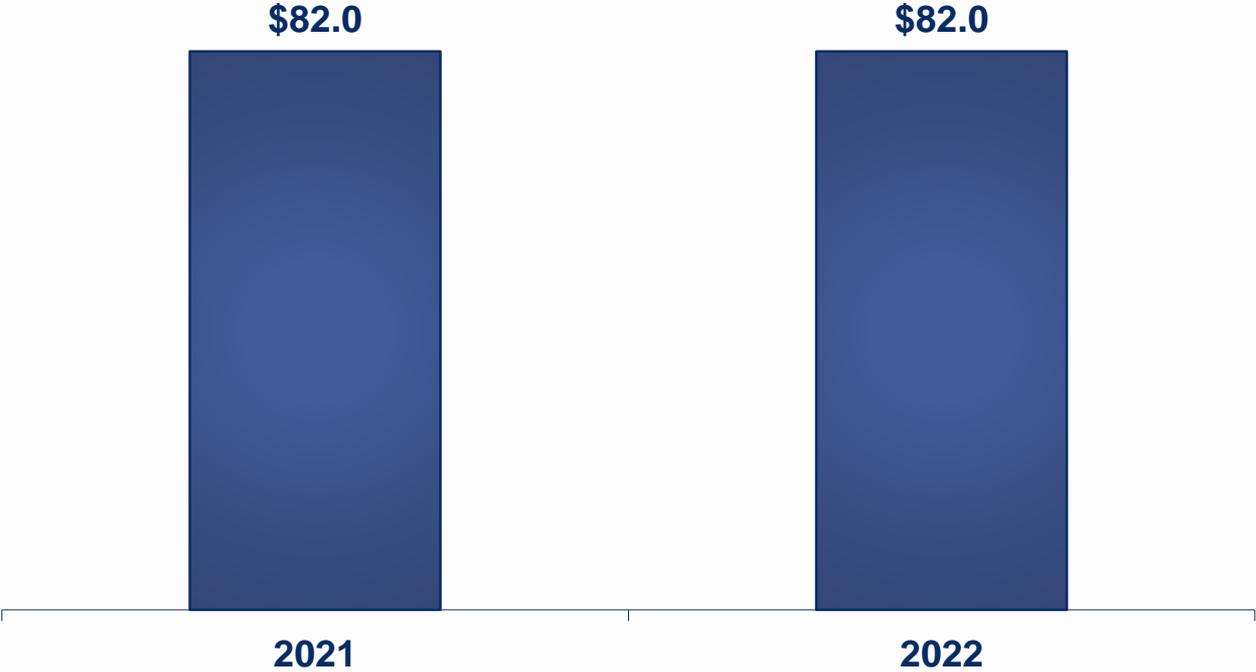
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Source: 4/25/22 Echelon Partners Report; 4/6/22 Barron's; 2/14/22 Family Wealth Report; 11/3/21 Raymond James Financial Presentation (Ryan); 11/3/21 Savant Wealth Management Presentation (Brodski); 11/2/21 Wealth Enhancement Group Presentation (Dekko); 10/28/21 Google Web Site; 3/12/20 Financial Planning; 3/9/20 Beacon Pointe Advisors Press Release; 8/22/18 Financial Planning; Tiburon Research & Analysis

Abry Partners Has Invested \$82.0 Billion, Consistent Since 2021

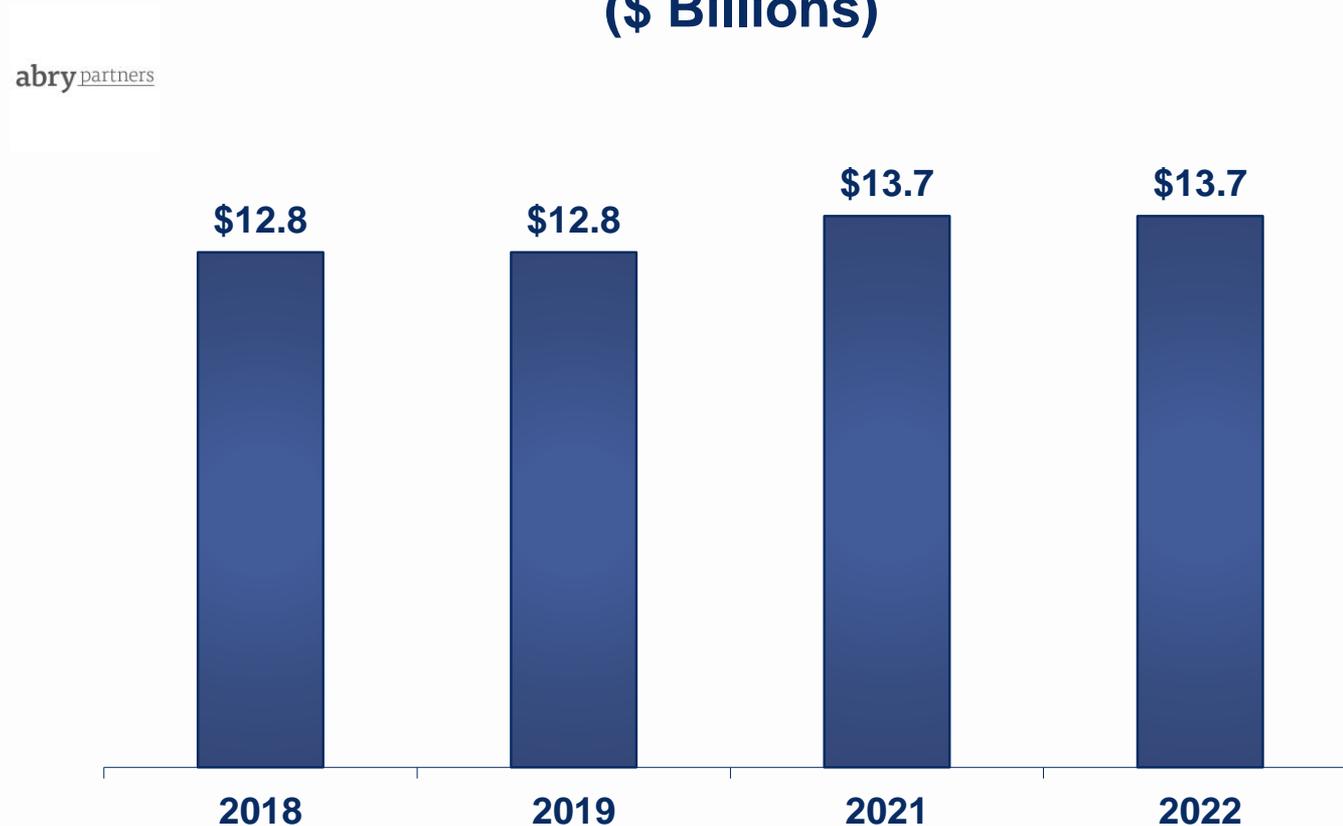
Abry Partners Cumulative Invested Capital (\$ Billions)



Source: 5/31/22 Abry Partners Web Site; Tiburon Research & Analysis

Abry Partners Has Gathered \$13.7 Billion Assets Under Management, Up From \$12.8 Billion in 2018

Abry Partners Assets Under Management (\$ Billions)



Source: 5/31/22 Abry Partners Web Site; 4/18/19 Abry Partners Web Site; Tiburon Research & Analysis

Abry Partners' Portfolio Companies Include Beacon Pointe Wealth Advisors

Abry Partners Portfolio Companies

- **Beacon Pointe Wealth Advisors**

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abry partners

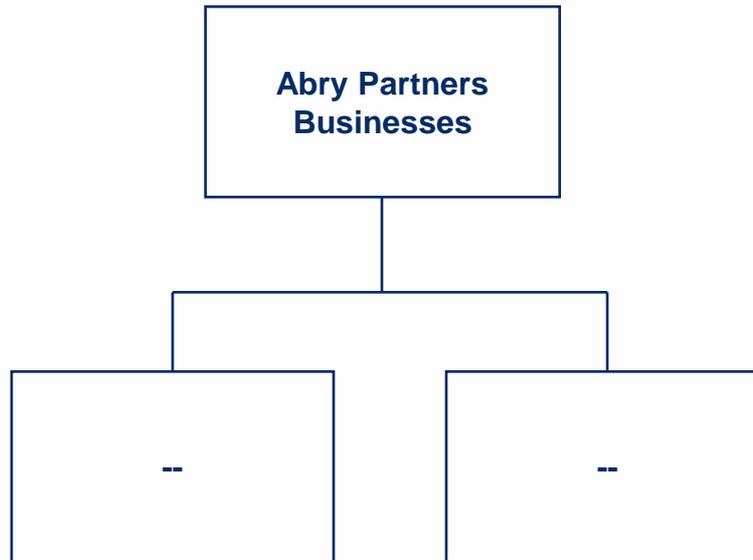
BEACON  POINTE

Source: 4/25/22 Echelon Partners Report; 4/6/22 Barron's; 2/14/22 Family Wealth Report; 11/3/21 Raymond James Financial Presentation (Ryan); 11/3/21 Savant Wealth Management Presentation (Brodski); 11/2/21 Wealth Enhancement Group Presentation (Dekko); 10/28/21 Google Web Site; 3/12/20 Financial Planning; 3/9/20 Beacon Pointe Advisors Press Release; 8/22/18 Financial Planning; Tiburon Research & Analysis

Abry Partners Has Two Businesses, Including...

Abry Partners Businesses

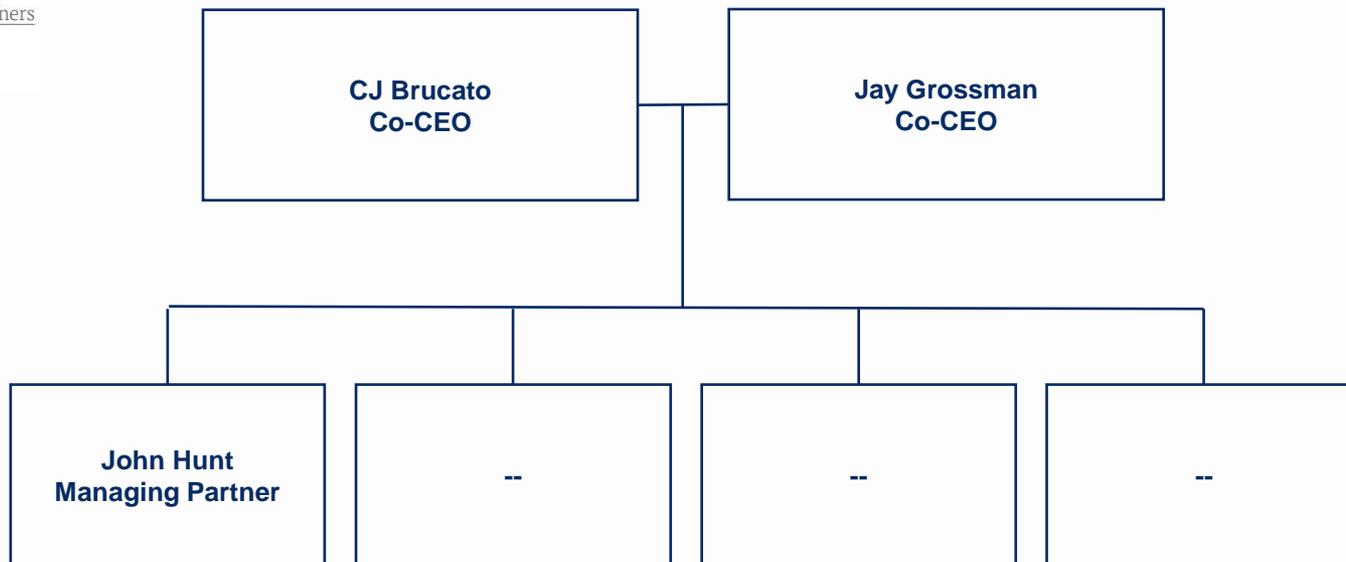
abrypartners



Abry Partners is Led by its Co-CEOs CJ Brucato & Jay Grossman

Abry Partners Organizational Chart

abrypartners



Note: CJ Brucato joined the firm in 1996; he was formerly at Prudential Securities; Jay Grossman joined the firm in 1996; John Hunt joined the firm in 2004
Source: 5/31/22 Abry Partners Web Site; 5/31/22 LinkedIn Web Site; 4/18/19 Abry Partners Web Site; Tiburon Research & Analysis

Abry Partners Has a Board of Directors Led by its Chairman Peggy Koenig

Abry Partners Board of Directors

<p>Peggy Koenig (Chairman)</p>	<p>--</p>	<p>--</p>	<p>--</p>	<p>--</p>
<ul style="list-style-type: none"> • Former Co-CEO, Abry Partners 	<ul style="list-style-type: none"> • -- 			

Source: 5/31/22 Abry Partners Web Site; 4/18/19 Abry Partners Web Site; Tiburon Research & Analysis

Abry Partners is Privately Owned



Comments
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