

A senior-level strategic, financial, and M&A advisor to the middle market

Firm Overview

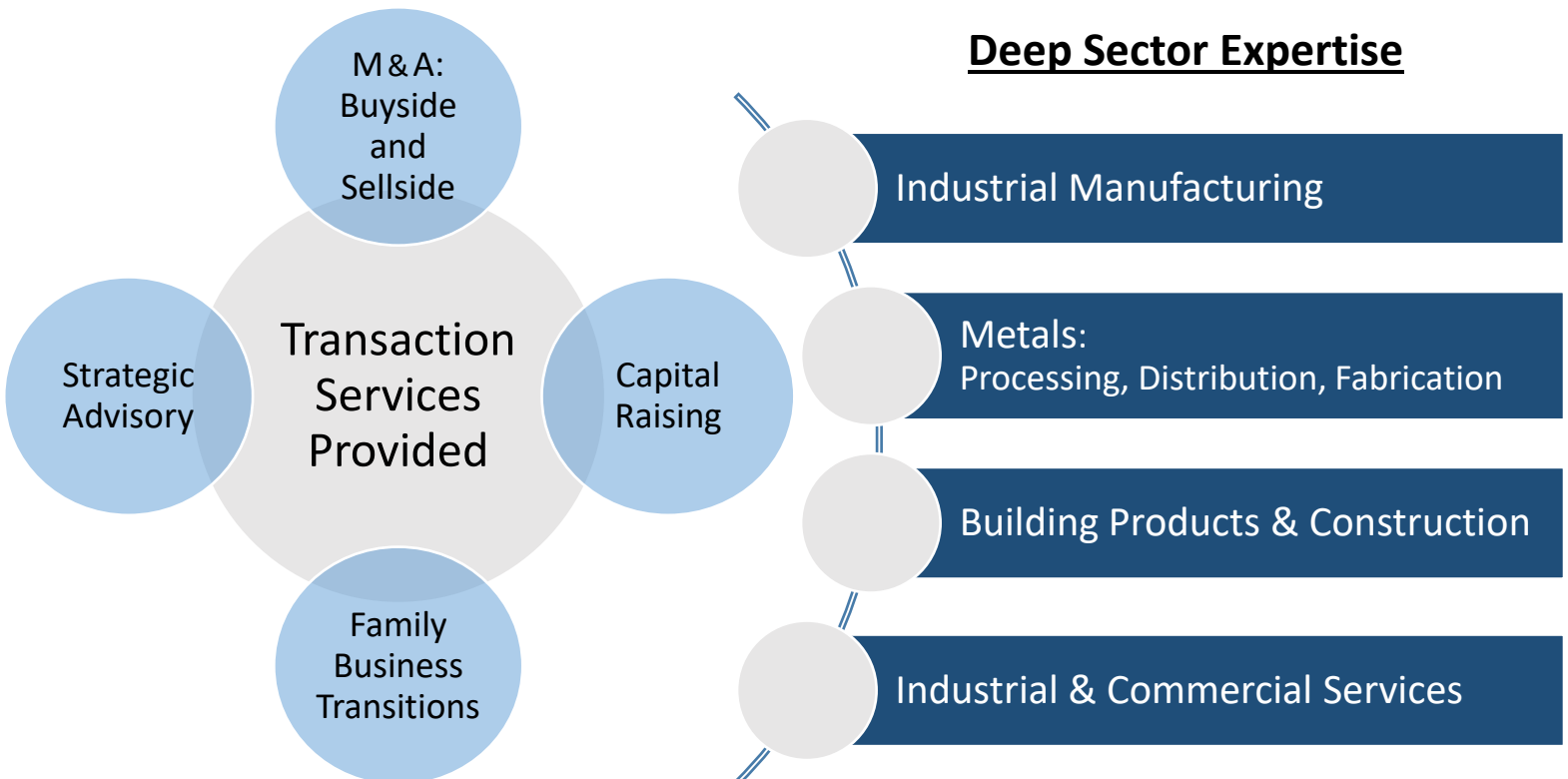
Montrose Advisors is a boutique investment banking firm serving middle-market and lower middle-market clients throughout North America

- ❖ 20 years' experience
- ❖ Proven track record of successful transactions
- ❖ Extensive network of industry leaders, investors, lenders, and transaction professionals
- ❖ Guaranteed senior-level attention

Unique Qualifications

Montrose Advisors provides its clients with:

- ❖ The sophistication and experience of an international investment bank
- ❖ The deep network and market knowledge of an industry veteran
- ❖ The trusted relationships and personal attention of a boutique consultancy



Deep Sector Expertise

Industrial Manufacturing

Metals:
Processing, Distribution, Fabrication

Building Products & Construction

Industrial & Commercial Services

Montrose Advisors - Representative Transactions

KOCIMA COMPANY
Parts Fabrication business has been acquired by **SPS COMPANIES, INC.** and **State Steel**

Buyside Advisor

BERLIN METALS
has been acquired by **OLYMPICSTEEL**

Sellside Advisor

Fluid Dynamics a product line of **PSG**
a **DOVER** Company
has been acquired by **UGSI Solutions**

Sellside Advisor

logic ventures
has acquired **AIIMetals**

Buyside Advisor

ARBOR METALS LLC
a portfolio company of **Harbert Management Corporation**
has been acquired by **TRIPLE-S STEEL SUPPLY CO.**

Sellside Advisor

SPS COMPANIES, INC. has acquired **TubularUSA**

Buyside Advisor

steel warehouse company
has acquired **SE**
SIEGAL STEEL COMPANY

Buyside Advisor

logic ventures
has raised financing from **OFS CAPITAL**, **SITORE capital**, and **The PrivateBank**

Placement Agent

Bluewater THERMAL SOLUTIONS
has been acquired by **Bodycote** and **Aterian INVESTMENT PARTNERS**

Sellside Advisor

WILKINSON STEEL AND METALS
has been acquired by **SAMUEL**

Sellside Advisor

TRILOGY ENGINEERED SOLUTIONS
has been acquired by **WORTHINGTON INDUSTRIES**

Sellside Advisor

D.S. BROWN
a portfolio company of **ALTUS CAPITAL PARTNERS**
has been acquired by **GIBALTAR INDUSTRIES**

Sellside Advisor

Certain transactions shown above completed by Montrose Advisors principals while at previous firms

Client Testimonials

"I'm extremely glad I hired Montrose Advisors to represent my company in our sale process. Dan's M&A experience and extensive market knowledge were vital to negotiating the right price and even-handed contract terms. I wouldn't have been able to do it without him."

- Roy Berlin, CEO, Berlin Metals, LLC

"Montrose Advisors took the time to understand our business, the competitive landscape, and was diligent and thorough in communicating our strengths into marketplace. Dan knows steel, he understands distribution and manufacturing...he did a great job for us."

- Jack Matheson, CEO, Arbor Metals

"This was an important transaction for us, and we couldn't have this successful an outcome without Montrose Advisors. Dan was with us every step of the way, and guided us through each phase of the M&A and financing processes."

- Jason Sippey, CEO, Logic Ventures

"This was our first acquisition utilizing an advisor and Dan was instrumental in our getting the deal done. Buying a privately owned family company is never easy and brings with it a lot of sentimental emotion. Dan did a great job of showing empathy for the sellers, while also ensuring the transaction moved forward."

- Matt Crocker, CEO, SPS Companies, Inc.

Founder: Daniel P. Sullivan

Throughout his 20-year career, Dan Sullivan has served as a trusted advisor to middle-market manufacturing and services businesses throughout North America. Prior to founding Montrose Advisors, he was a senior member of the Industrials Group at Houlihan Lokey, a leading investment banking firm, and has advised on over 100 transactions in his career.

Earlier in his career, Dan served as a senior aide to Mark R. Warner, the former Governor and current U.S. Senator from Virginia, and helped build his political organization in the 1990s. He holds an undergraduate degree from Georgetown University and an MBA from the Darden Graduate School of Business at the University of Virginia.

Dan lives in Chicago with his wife and three children. He serves on the Local School Council of Walter Payton College Prep High School, coaches youth soccer and baseball, and is a former Board member of the Lurie Children's Hospital Foundation.