

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

Firm Overview

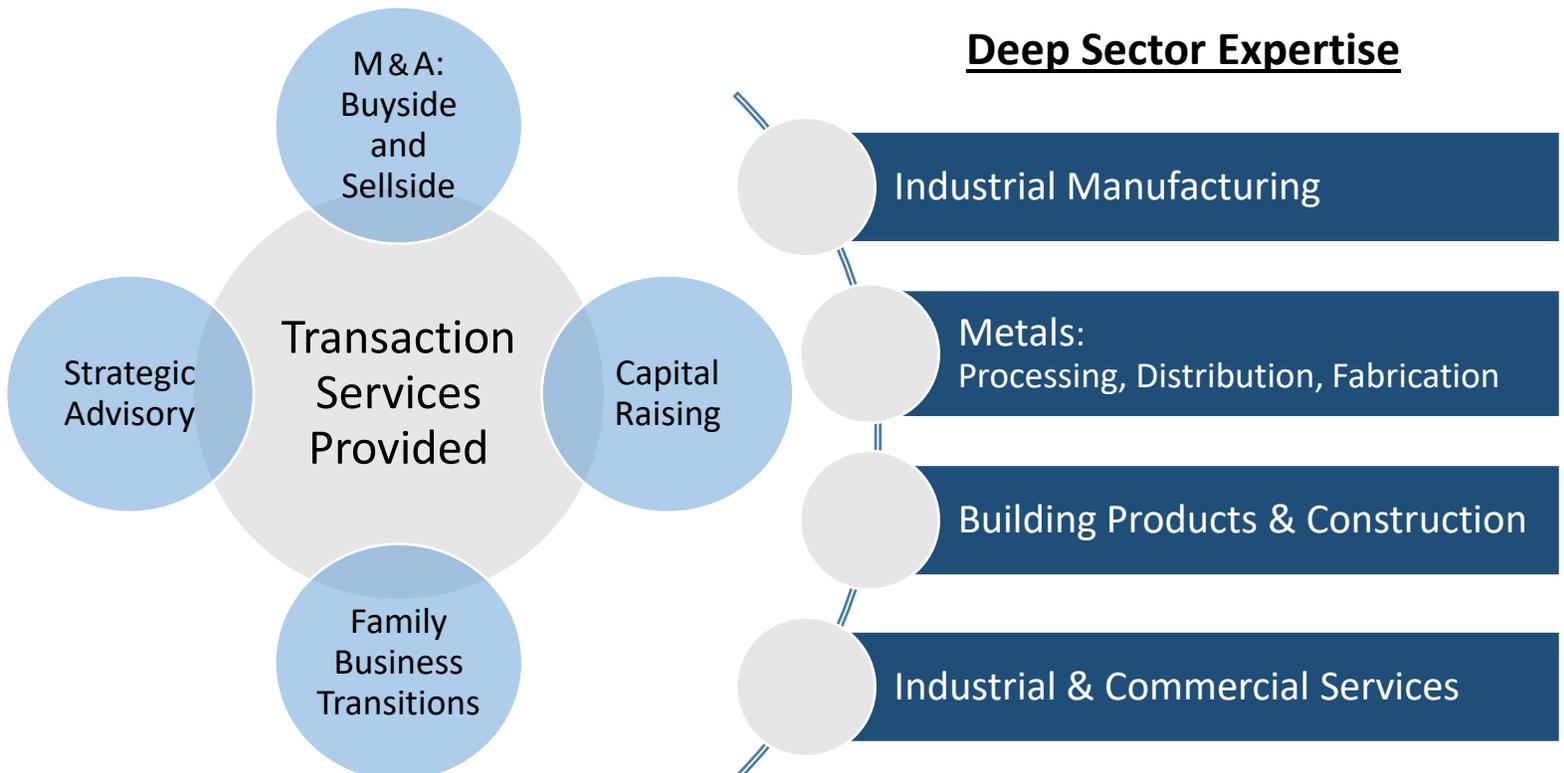
Montrose Advisors is a boutique investment banking firm serving middle-market and lower middle-market clients throughout North America

- ❖ 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



has acquired facilities & inventories of



Buyside / Financing Advisor



has been acquired by

SERVICE STEEL DISTRIBUTORS, L.L.C.

Sellside Advisor



Parts Fabrication business has been acquired by



and



Buyside / Financing Advisor



has been acquired by



Sellside Advisor



a portfolio company of



has been acquired by



Sellside Advisor



a product line of



a **DOVER** Company

has been acquired by



Sellside Advisor



has acquired



Buyside Advisor



has acquired



with financing from



Buyside / Financing Advisor



has been acquired by



and



Sellside Advisor



has been acquired by



Sellside Advisor



has been acquired by



Sellside Advisor



a portfolio company of



has been acquired by



Sellside Advisor

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

Client Testimonials

"Montrose Advisors guided us through the acquisition process while providing top notch subject matter expertise. With Dan's help we were able to stay on track and on time with our transaction. Dan's deep understanding of the Steel and Service Center markets played an important role in our success. We would engage Montrose again in a heartbeat!"

- **Mike Taylor, CEO, Friedman Industries, Inc.**

"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**

"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**

"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.