

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

### Firm Overview

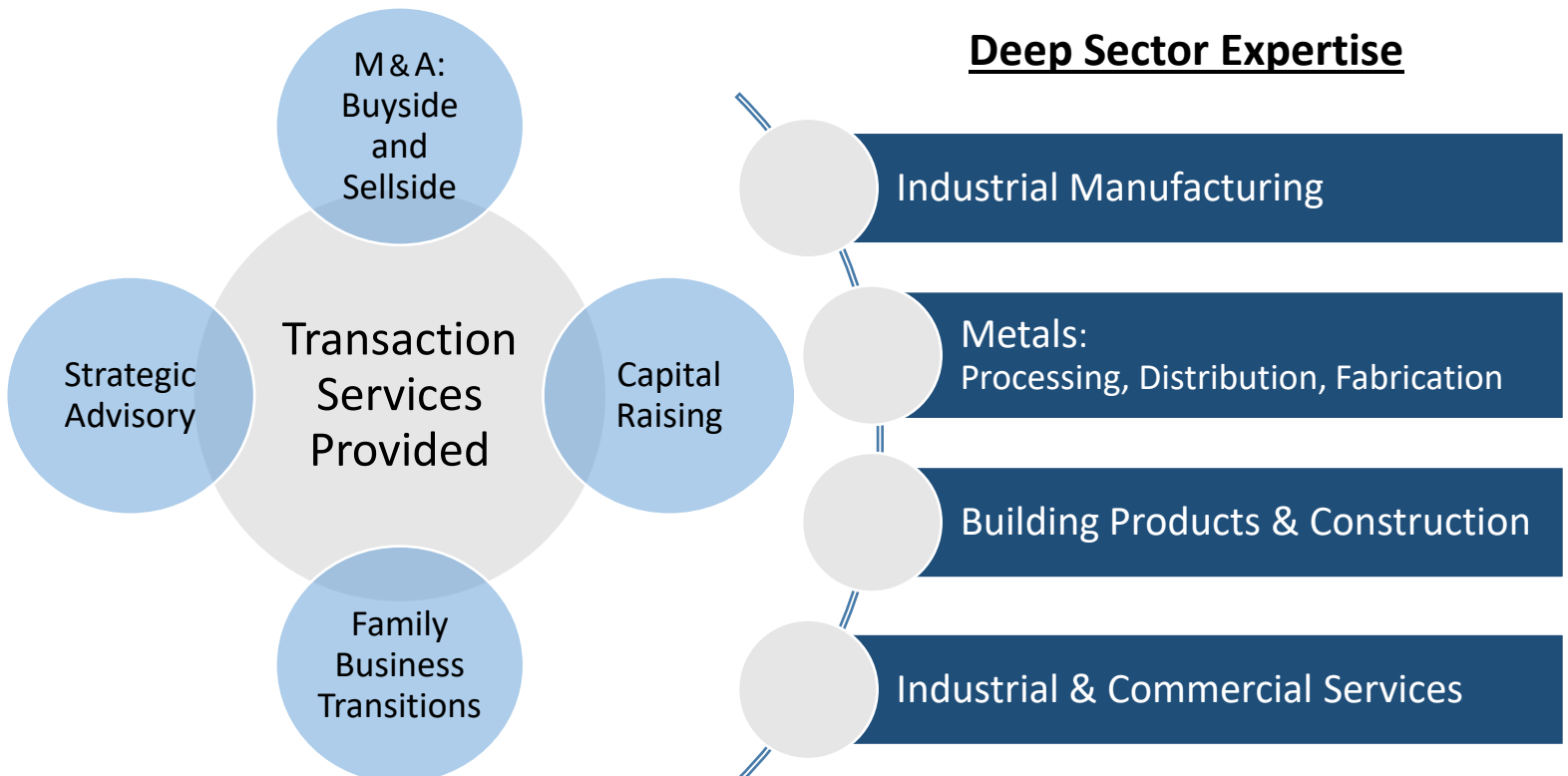
Montrose Advisors is a boutique investment banking firm serving middle-market and lower middle-market clients throughout North America

- ❖ 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



## Montrose Advisors - Representative Transactions



has been acquired by



**Sellside Advisor**



has acquired facilities & inventories of



**Buyside / Financing 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  Company

has been acquired by



**Sellside Advisor**



has acquired



**Buyside Advisor**

 has acquired 

with financing from

 and 

**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.**

"Dan spent a great deal of effort and time getting to know our business and our employees. His deep knowledge of our industry and his diligent process helped us find the best match for what the owners of Southern Steel were trying to accomplish. Dan has been great to work with in every aspect."

- **Neil Cohen, CEO, Southern Steel**

"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.