

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

Firm Overview

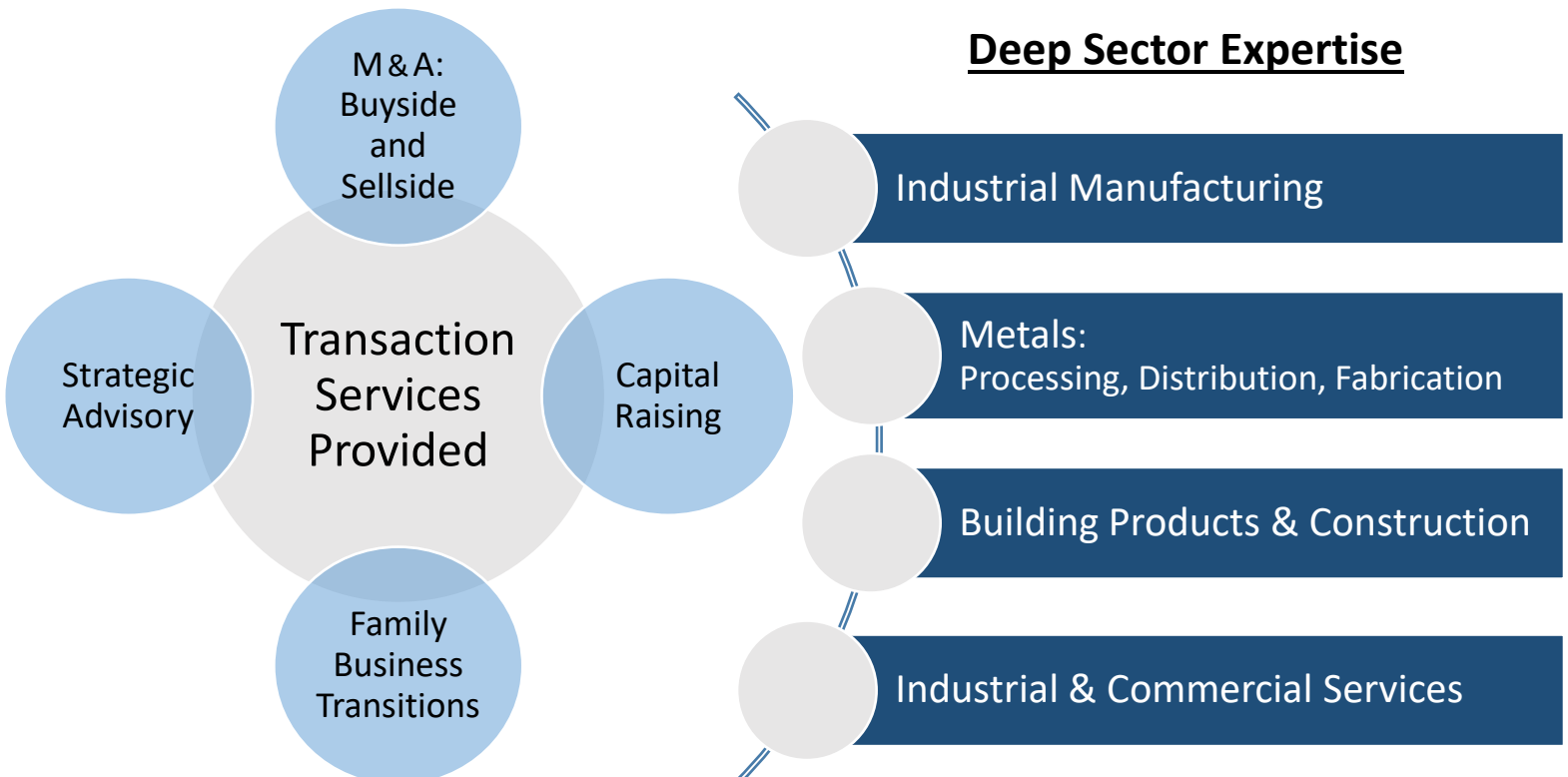
Montrose Advisors is a boutique investment banking firm serving middle-market and lower middle-market clients throughout North America

- ❖ 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



AMERICAN ALLOY
STEEL

has been acquired by



Reliance

Sellside Advisor



FRIEDMAN
INDUSTRIES, INC.

has acquired facilities &
inventories of



Plateplus, Inc.

Buyside / Financing Advisor



KOCIMA
COMPANY

Parts Fabrication business
has been acquired by



and



State Steel

Buyside / Financing Advisor



ESP Specialty
Steel
Products

a portfolio company of



LONE STAR
INVESTMENT ADVISORS

has been
acquired by



SPS
COMPANIES, INC.

Sellside Advisor



ARBOR
METALS LLC

a portfolio company of



Herbert
Management
Corporation

has been acquired by



TRIPLE-S STEEL
SUPPLY CO.

Sellside Advisor



Fluid Dynamics

a product
line of



PSG

a



DOVER Company

has been acquired by



UGSI Solutions

Sellside Advisor



BERLIN METALS

has been acquired by



OLYMPIC STEEL

Sellside Advisor



logic
ventures

has acquired



AIMetals

with financing from



SITORIE
capital



OFS CAPITAL

Buyside / Financing Advisor



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



steel
warehouse company

has acquired



SIEGAL STEEL COMPANY

Buyside Advisor

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

Client Testimonials

"You only get one opportunity to transition your life's work to a new home, and choosing Dan Sullivan to help us sell our family's specialty steel distribution and fabrication company was the right decision. Dan knows all the players and understands the industry; he was attentive, sensitive, and a true professional"

- Pat Moore, President, American Alloy Steel

"This was our first acquisition utilizing an advisor and Dan was instrumental in our getting the deal done. Buying a family-owned company is never easy and brings with it a lot of 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.

"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.

"We were truly pleased with Montrose Advisors' work and glad to continue our long relationship with Dan Sullivan. He represented ESP in 2007 when we bought the business, and again this year as we sold it. Dan ran an efficient process, got us a great price, and brought the right buyer for ESP - one we wouldn't have found on our own."

- Arthur Hollingsworth, Managing Partner
Lone Star Investment Advisors

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, and is a former youth soccer and baseball coach and Board member of the Lurie Children's Hospital Foundation.