# HARBOR VIEW Industrials

## Successful Outcomes





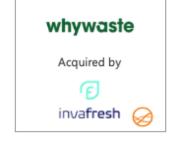
















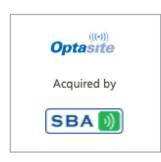




















Tombstones with or represent engagements completed at Harbor View, all others were completed at other firms.





### **Our Focus**



**SERVICES**Sell-side, buy-side, capital raise, valuation analysis



**OWNERSHIP**PE-backed, closely
held, founder owned,
family operated



Revenue: \$10-\$200M+ EBITDA: \$2-\$20M



## Harbor View's Industrials Practice Works with Companies that Focus on:

#### INDUSTRIAL TECHNOLOGY

- Specialty Equipment & Devices
- Data Capture & Analysis
- Technology Enabled Solutions
- · IIoT / Robotics

#### **INDUSTRIAL SERVICES**

- · Design & Engineering
- Environmental Solutions
- TICC
- Facility & Site Services

#### TRADITIONAL INDUSTRIALS

- Manufacturing
- Distribution / Logistics
- Installation & Construction
- Utilities & Telecom

## **Our Industrials Team**



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#### Investment Banking & Private Equity Experience

- 29 yrs experience, 44 companies served, 92 transactions closed
- Services provided: sell-side, buy-side, growth capital, stratgic advisory, board director & officer
- Transaction types: M&A, IPO, secondary, PIPE, go private, divestiture, minority recap, debt & equity financing
- Clients served: founder-owned, family-owned, closely held, private equity backed

#### Investment Banking Experience

- Manages execution of sell-side and buy-side engagements
- Sector focus: Industrial Technology, Industrial Services and Traditional Industrials
- Harbor View Advisors tenure began with internship experience, followed by Analyst and Associate roles
- Licenses: Series 79 and Series 63



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