









## Successful Outcomes

<p><b>PROJECT MOTION</b> (Industrial Pump Services)</p> <p>Sell-Side Advisory</p> 	<p><b>James D. HINSON</b> ELECTRICAL CONTRACTING CO., INC.</p> <p>Acquired by</p> <p><b>GreenArrow</b></p> 	<p><b>ALDEN</b></p> <p>Acquired by</p> <p><b>RTC PARTNERS</b></p> 	<p><b>Eastern</b> Communications Incorporated</p> <p>Acquired by</p> <p><b>NEC</b></p> 
<p><b>THE FES GROUP</b></p> <p>Acquired by</p> <p><b>MONTROSE</b> PERFORMANCE</p> 	<p><b>OPERATIONS RX</b> An Accordion Company</p> <p>Acquired by</p> <p><b>ACCORDION</b></p> 	<p><b>Complete Recycling Solutions</b></p> <p>Acquired by</p> <p><b>TERRACYCLE</b></p> 	<p><b>whywaste</b></p> <p>Acquired by</p> <p><b>invafresh</b></p> 
<p><b>Vestan</b> PROPERTY SERVICES</p> <p>Strategic Advisory Services</p> 	<p><b>TTI</b> THE TITAN COMPANY</p> <p>Acquired by</p> <p><b>LVC</b> LONGVIEW CAPITAL</p> 	<p><b>VESTED METALS</b></p> <p>Strategic Advisory Services</p> 	<p><b>BERKSHIRE WIRELESS</b></p> <p>Acquired by</p> <p><b>cei</b> TELCO CORP.</p> 
<p><b>KATAHDIN</b></p> <p>Acquired by</p> <p><b>alacrity</b> LABORATORY</p> <p><b>SEACOAST CAPITAL</b> SOUTHERN UNIVERSITY</p>	<p><b>SolarOne®</b></p> <p>Acquired by</p> <p><b>FONROCHE lighting</b></p>	<p><b>Test Devices Inc.</b></p> <p>Acquired by</p> <p><b>SCHENCK</b> Sensing &amp; Diagnostic Systems</p>	<p><b>Optasite</b></p> <p>Acquired by</p> <p><b>SBA</b></p>
<p><b>LR</b> LEADER RISK MANAGEMENT</p> <p>Received an investment from</p> <p><b>RESILIENCE</b> CAPITAL PARTNERS</p>	<p><b>Metal Tronics</b></p> <p>Acquired by</p> <p><b>NSA</b></p>	<p><b>WASTE REDUCTION</b></p> <p>Acquired by</p> <p><b>Cass</b> Cass Information Systems, Inc.</p>	<p><b>HANDMARK</b> SITE DEVELOPMENT</p> <p>Acquired by</p> <p><b>tower</b> VENTURES</p>

Tombstones with  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



### SIZE

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



### REGIONS

United States &  
Canada

## 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



### Nate Shepherd

Partner

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### Suzi Felix

Senior Associate

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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, strategic 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



### Carson Lubin

Analyst

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