



## A Leading M&A Advisory Firm Serving Business Owners in the Pacific Northwest

### LOCAL FOCUS

- » We serve Pacific Northwest-based family owned and privately held businesses
- » We offer a well-established understanding of the region with a proven network of local professionals to serve clients
- » We build deep client relationships with a long-term approach

### TEAM APPROACH

- » Every client benefits from the resources of our entire team which include backgrounds in Wall Street and corporate M&A roles with diverse degrees in accounting, finance, engineering, and juris doctorate
- » Our team approach allows us to meet tight deadlines and maintain momentum throughout a transaction process

### INDUSTRY EXPERTISE

- » We have experience guiding owners from various industries including business services, consumer products & services, distribution, healthcare products & services, manufacturing, and technology
- » Member of AICA – the leading international network of investment banks with offices in 39 countries

### PROVEN RESULTS

- » We have over 60 years of experience with over 100 transactions as a trusted advisor serving business owners
- » We hold each client's hand through every step of the process, from beginning all the way through a successful closing
- » We are committed to representing our client's best interests before, during, and after the transaction

### CORE INDUSTRIES WE SERVE



BUSINESS SERVICES



CONSUMER PRODUCTS & SERVICES



DISTRIBUTION



HEALTHCARE PRODUCTS & SERVICES



MANUFACTURING



TECHNOLOGY



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## SELECT TRANSACTIONS

 <p>Leading third-party utility transformer refurbishment and repair company in the Pacific Northwest</p> <p><b>ACQUIRED BY</b></p> 	<p><b>PNW Manufacturer &amp; Service Provider</b></p> <p>Regional provider of high-quality metal plating, powder coating, and laser marking finishing services</p> <p><b>ACQUIRED BY</b></p> <p>PNW Strategic Buyer</p>	 <p>Environmental consulting firm specializing in natural resource assessments, land use, and permitting services</p> <p><b>ACQUIRED BY</b></p> 	 <p>Regional leader in paving services, full-service asphalt production, and sand &amp; gravel supply</p> <p><b>ACQUIRED BY</b></p> 	 <p>Regional provider of surveying and mapping services to the private and public sectors</p> <p><b>ACQUIRED BY</b></p> 
 <p>Leading provider of consumable products for the equine and small pet markets</p> <p><b>ACQUIRED BY</b></p> 	 <p>Leading luxury professional linen brand in the global spa industry</p> <p><b>MERGED WITH</b></p> 	 <p>Regional leader in road construction, maintenance, and safety services for the public and private sectors</p> <p><b>RECAPITALIZED BY</b></p> 	 <p>Global leader in commercial bike racks for transit vehicles and bike parking solutions</p> <p><b>ACQUIRED BY</b></p> 	<p><b>PNW E-Commerce Partner</b></p> <p>Leading e-commerce partner to premium consumer brands</p> <p><b>ACQUIRED BY</b></p> <p>Private Equity-Backed Strategic Buyer</p>
 <p>Premier West Coast wireless telecom infrastructure company</p> <p><b>ACQUIRED BY</b></p> 	 <p>Leading national supplier of specialty electrical products to RV parks, campgrounds, and marinas</p> <p><b>ACQUIRED BY</b></p> 	 <p>Leading national online retailer of espresso equipment, accessories, and specialty coffee</p> <p><b>RECAPITALIZED BY</b></p> 	 <p>Leading manufacturer and distributor of branded, niche equipment for healthcare settings</p> <p><b>ACQUIRED BY</b></p> 	 <p>Innovative fintech provider of loan management software and services for every phase of construction lending</p> <p><b>RECAPITALIZED BY</b></p> 
 <p>Premier provider of revenue cycle management software and services to the healthcare industry</p> <p><b>ACQUIRED BY</b></p> 	 <p>Premier road maintenance and repair contractor serving the Pacific Northwest's public and private sectors</p> <p><b>ACQUIRED BY</b></p> 	 <p>Leading provider of advanced electronic technology and systems for aerospace and defense applications</p> <p><b>ACQUIRED BY</b></p> 	 <p>Pacific Northwest leader in commercial &amp; industrial HVAC installation, services, and sheet metal fabrication</p> <p><b>ACQUIRED BY</b></p> 	 <p>Pacific Northwest leader in sealants, coatings, and waterproofing products</p> <p><b>ACQUIRED BY</b></p> 

