



GULFSTAR GROUP

INVESTMENT BANKERS

Who We Are, What We Do, Who We Serve

GulfStar is one of the leading middle market investment banking firms in the United States, with deep experience in mergers and acquisitions, private capital placement and strategic advisory to companies with revenues ranging from \$25 million to \$350 million. Since its formation in 1990, GulfStar has completed more than 750 transactions in 38 states and 18 foreign countries across a variety of industries.

Mergers & Acquisitions

- Sale to a Strategic Buyer
- Sale to a Private Equity Group
- Buy-Side Advisory
- Recapitalizations

Raising Capital

- Senior Debt
- Subordinated Debt
- Minority Equity
- Hybrid Strategies
- Venture Capital

Advisory Services

- Financial Restructuring
- Strategy Advisory
- Opinion Services
- Expert Testimony
- Succession Planning



"GulfStar had the connections, the experience and the insights we needed to take our business to the next level."

– Bill Ganss, President, Arlington International Aviation Products



"GulfStar doesn't just do their job. They're more like a part of us. They got into the details as well as the tactical side of our business. Where we ended up was the ideal situation."

– Bin Yu, CEO, Utegration



"GulfStar's deep process knowledge, network of relationships and determined effort delivered a successful outcome that well exceeded our expectations."

– Corey Cooper, CEO, BOTE

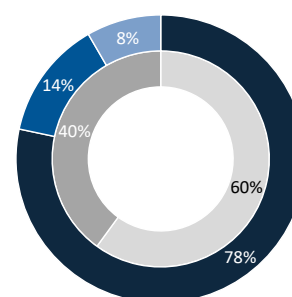
Who We Serve

GulfStar has deep domain knowledge and transactional expertise across a broad range of industries.

Industries

- Energy, Power & Infrastructure
- Consumer Products & Services
- Industrial Services & Manufacturing
- Specialty Distribution
- Environmental & Sustainability
- Business Services
- Software & Tech-Enabled Services
- Healthcare

Transaction Types



- Sell-Side
- Capital Raise
- Buy-Side
- Strategic Buyer
- Financial Buyer

Recent Transactions

Energy, Power & Infrastructure



Sale to Financial Buyer

A leading turnkey provider of industrial cleaning, environmental, mechanical and construction services.



Sale to Financial Buyer

A leading provider of process unit decontamination and chemical cleaning services in the refineries and chemical plants using family of patented chemistries.



Sale to Strategic Buyer

A vertically integrated provider of high-quality forged, heat treated, and machined pressure control connection products.



Debt Placement & Share Repurchase

Provider of crude oil marketing and transportation, liquid chemical and dry bulk transportation, and recycling and repurposing of off-spec fuels.

Specialty Distribution



Sale to Strategic Buyer

A leading branded supplier of premium quality industrial and hydraulic hoses and fittings, fluid sealing products and related services.



Sale to Strategic Buyer

A wholesale distributor of natural and architectural cut stone, manufactured stone, cast stone and masonry supplies.

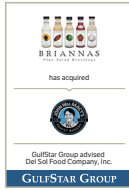
Healthcare



Recapitalization with Strategic Buyer

Operator of a full-service surgical hospital located in Metairie, LA. Founded in 2011 by a group of physicians.

Consumer Products & Services



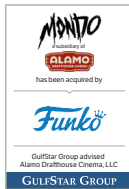
Buy-Side Advisory

#1 Premium Salad Dressing brand in the United States retail grocery channel.



Sale to Strategic Buyer

Renowned designer of branded cookware and kitchenware products sold across global retail channels.



Sale to Strategic Buyer

Internationally recognized designer and marketer of limited-edition Pop Art collectibles.



Sale to Financial Buyer

The largest independent processor of green chile products in the United States.

Environmental & Sustainability



Sale to Financial Buyer

A leading environmental remediation business providing regulatory mandated environmental consulting and other services.

Software & Tech-Enabled Services



Sale to Financial Buyer

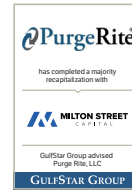
Provider of software and tech-enabled services designed to optimize overdraft programs for regional/community banks and credit unions.



Sale to Strategic Buyer

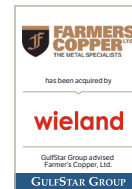
Leading provider of pipeline integrity management software and services to energy transportation companies.

Industrial Services & Manufacturing



Sale to Financial Buyer

A leading provider of water flushing and filtration services to mission critical markets such as data centers and semiconductor fabrication.



Sale to Strategic Buyer

A leading supplier of copper, brass and bronze alloys to a long-standing customer base.



Sale to Strategic Buyer

Operator of a full-service ferrous and non-ferrous metal recycling business.

Business Services



Sale to Financial Buyer

Provider of mission critical building automation services and electrical power management solutions for data centers.



Sale to Financial Buyer

A dominant regional provider of specialty contracting services to the multi-family, commercial and residential construction markets.

GulfStar Managing Directors

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