



# 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 a proven track record of delivering exceptional results in mergers and acquisitions, private placements and strategic advisory services. We advise private business owners and corporate clients with revenues ranging from \$25 million to \$350+ million across a variety of key industry sectors. Founded in 1990, GulfStar has completed more than 750 transactions in 38 states and 18 foreign countries.

#### 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

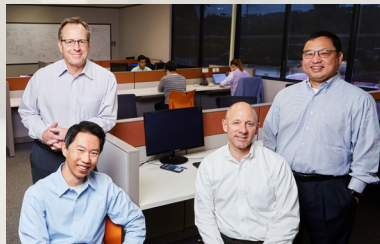
#### Advisory Services

- 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

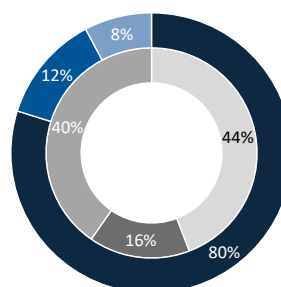
### Who We Serve

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 M&A
- Capital Raise
- Buy-Side M&A
- Strategic Buyer
- Financial Buyer
- PE-Backed Strategic

# Recent Transactions

## Energy, Power & Infrastructure



### Sale to Strategic Buyer

Designer and fabricator of fire detection and suppression systems and a distributor of fire protection and personal protective equipment.



### Sale to Strategic Buyer

Engaged in crude oil marketing, transportation, terminalling and storage of liquid chemicals and dry bulk.



### Sale to Financial Buyer

A leading turnkey provider of construction and repair of above-ground liquid storage tanks to a variety of industrial end markets.



### Sale to Financial Buyer

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

## 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

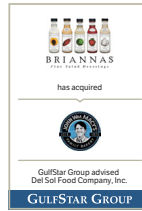
Operator of a full-service surgical hospital located in Metairie, LA. Founded in 2011 by a group of physicians.

## Consumer Products & Services



### Sale to Strategic Buyer

A leading retailer of fasteners, tools and other supplies serving the single and multi-family residential construction market across Texas.



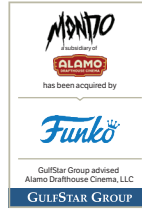
### Buy-Side Advisory

#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.

## Environmental & Sustainability



### Sale to Strategic Buyer

A premier provider of integrated scrap metal recycling solutions for both commercial and consumer customers at multiple locations in North Carolina.

## 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 full-service, ASME-certified fabricator of large, complex pressure vessels with in-house capabilities to engineer, draft, fabricate, stress relieve, sandblast, and coat large pressure vessels.



### Sale to Financial Buyer

A leading Texas manufacturer and distributor of quality masonry and related construction products for the residential and commercial markets.



### Sale to Financial Buyer

A leading designer and manufacturer of industrial and commercial combustion, heat-transfer and steam production solutions.

## 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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