

Global Industrials Practice

Focus Areas

Precision Manufacturing

- Aerospace and Defense Products
- Automation and Controls
- Automotive and Heavy Truck Products
- Building Products
- Contract Manufacturing
- Motors, Drives, and Gears
- Plastic Injection, Blow, and Compression Molding
- Rubber Compounding and Molding
- Testing, Measuring, and Sensing Equipment

Materials & Inputs

- Aggregates, Minerals, and Sands
- Ceramics
- Coatings and Lubricants
- Construction Materials
- Engineered Plastics and Rubber
- Specialty Chemicals
- Specialty Metals

Capital Goods

- Food Processing Machinery
- Machine Tools
- Material Handling Equipment
- Packaging Machinery
- Power Generation and Management
- Equipment

Industrial Services

- Design and Engineering Equipment Rental
- Infrastructure Installation, Repair, and Preventive &
- Predictive Maintenance
- Rebuild and Remanufacturing
- Sanitation and Hygiene
- Test and Measurement
- Transportation, Logistics, and Distribution

Who We Are

Leading Independent Firm

- Independent investment banking advisory firm focused on the middle market since 1989
- Senior bankers with significant experience and tenure; partners average over 20 years of experience
- Offices in Chicago and Cleveland
- Founding member and exclusive U.S. partner of Global M&A Partners, Ltd., the world's leading partnership of investment banking firms focusing on middle market transactions
- Deep industry experience across core sectors of focus, including: Consumer Products & Retail Services, Environmental & Energy Services, Healthcare & Life Sciences, Human Capital Management Outsourcing, Industrials, Metals & Metals Processing, Plastics & Packaging, and Real Estate

Comprehensive Capabilities

M&A ADVISORY

Sell-Side Advisory
Acquisitions & Divestitures
Public & Private Mergers
Special Committee Advice
Strategic Partnerships & Joint Ventures
Fairness Opinions & Fair Value Opinions

PRIVATE PLACEMENTS

All Tranches of
Debt & Equity Capital for:
Growth
Acquisitions
Recapitalizations
Dividends

FINANCIAL ADVISORY

General Financial & Strategic Advice
Balance Sheet
Restructurings
Sales of Non-Core Assets or Businesses
\$363 Auctions

RESEARCH

Primary Research
Industry Benchmarking
Operating Advisor Network
White Papers
Industry Surveys



CHICAGO

One Magnificent Mile
980 N. Michigan Avenue
Suite 1880
Chicago, IL 60611
p. 312.658.1600

CLEVELAND

One Cleveland Center
1375 East 9th Street
Suite 2500
Cleveland, OH 44114
p. 216.241.2800

Transactions involving securities are completed through Brown, Gibbons, Lang & Company Securities, Inc., an affiliate of Brown Gibbons Lang & Company LLC and member FINRA.

Global Industrials Practice

Representative Transactions

| | | | | | |
|---|---|--|--|--|---|
|  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>Integrated Solutions</p> <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>Solutions for your Environment</p> <p>— a portfolio company of —</p>  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>— a portfolio company of —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>— a division of —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |
|  <p>— a portfolio company of —</p>  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>CCPI Inc.</p> <p>— recapitalized in a change of control transaction by —</p>  <p>Prospect Capital Corporation (NASDAQ: PSEC)</p> <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>Watermill Group</p> <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>Watermill Group</p> <p>BROWN GIBBONS LANG & COMPANY</p> | <p>ECS REFINING</p> <p>— recapitalized by —</p> <p>ZS Fund L.P.</p> <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— a wholly-owned subsidiary of —</p> <p>Lauren International, Inc.</p> <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |
|  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>GLOBALM&A PARTNERS</p> <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— a portfolio company of —</p>  <p>— merged with —</p>  <p>— which has been acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> | <p>The melting operations of</p>  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> | <p>The recycling operations of</p>  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— divested —</p> <p>Motion Control Group</p> <p>— to —</p> <p>NAIAD DYNAMICS</p> <p>BROWN GIBBONS LANG & COMPANY</p> |
|  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— a portfolio company of —</p>  <p>— with interest held by —</p>  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>— a portfolio company of —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>TAD Metals, Inc.</p> <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |
|  <p>— divested substantially all of the business and assets of —</p>  <p>to</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>Aerospace International Materials-OEM, LLC</p> <p>— and its affiliate —</p>  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>— a subsidiary of —</p>  <p>— engineering knowledge-based solutions —</p> <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p> <p>WINGATE PARTNERS</p> <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— sold the assets of its subsidiary —</p> <p>Bass-Trigon Software</p> <p>— to —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |
|  <p>— sold the assets of its subsidiary —</p> <p>Rohrbach Cosasco System</p> <p>— to —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p> <p>Saralega Partners</p> <p>BROWN GIBBONS LANG & COMPANY</p> | <p>The Power Tool Business Unit of</p>  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>Aeroquip - Vickers S.p.A.</p> <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |  <p>— acquired by —</p>  <p>— acquired by —</p>  <p>BROWN GIBBONS LANG & COMPANY</p> |

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