



STRATEGIC ADVISORS

Middle Market Investment Bankers

Bringing Efficiency to Inefficient Markets

2021

*Year to Date
(Jan – May)*

PITTSBURGH REGIONAL M&A REPORT

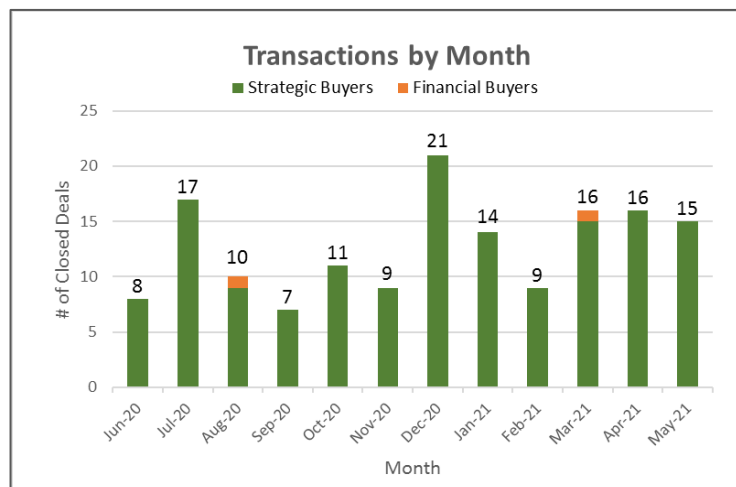
**Merger & Acquisition Advisory
Corporate Finance Advisory
Strategic Consulting**

117 VIP Drive, Suite 220
Wexford, PA 15090 • Tel. 724-743-5800
Fax 724-743-5870 • www.strategicad.com

Securities transactions are conducted through StillPoint Capital, LLC. Located in Tampa, FL, Member FINRA/SIPC.

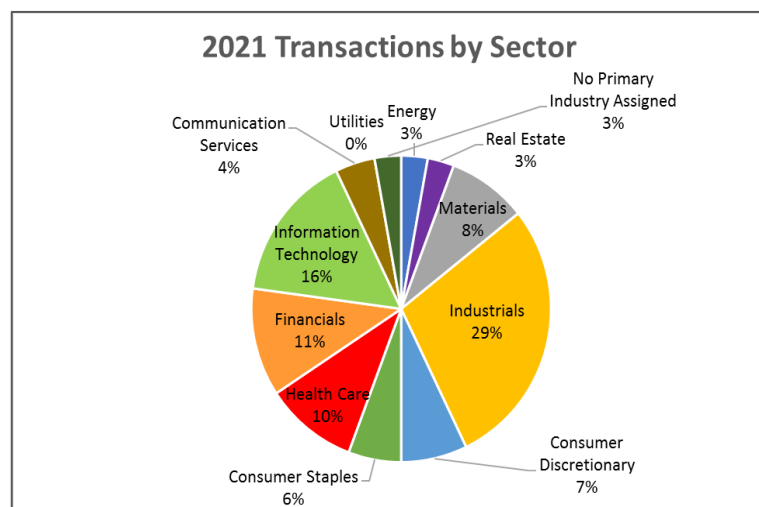
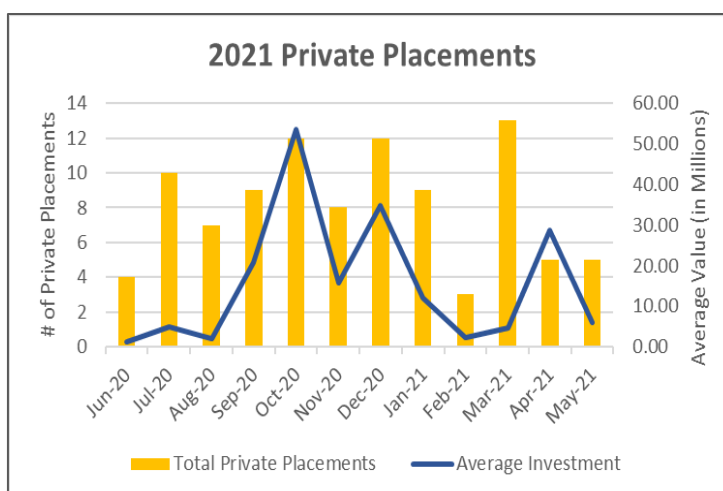
*Certain members of Strategic Advisors are Registered Representatives of StillPoint Capital, LLC. StillPoint Capital is not affiliated with Strategic Advisors.

Leaps and Bounds from the Past: 2021 Starts Strong



Regional M&A volume for the first five months of 2021 totaled 70 transactions, with a YTD high of 16 closed deals coming in the consecutive months of March and April. Quarter one alone totaled 39 of the 70 transactions, a decline of 4.88% when compared to the 41 transactions in Q4 2020. The months of March, April and May, however, combined for a YoY gain of 104.3% when compared to the 23 closed deals during that time frame in 2020, showing just how far the region has come since the pandemic struck last March. Strategic buyers comprised 149 of the 151 closed deals within the last 12 months, with the only financial buyers coming in March of this year and August of last.

Total private placements within the region (all major locations within a 100-mile radius of Pittsburgh) tallied 35 in the first five months of 2021. March saw the highest number of private placements in the last 12 months with a total of 13, while October of 2020 saw the highest average value of placements at \$53.5M. It is worth noting that roughly 15% of all private placements contained undisclosed values. On a QoQ basis, Q1 of 2021 declined nearly 22% in total private placements and over 82% in average placement value from Q4 2020. On a YoY basis, however, Q1 2021 declined only 10.7% in total private placements, and increased an astonishing 86.9% in average placement value.



In the first five months of 2021, regional M&A activity was primarily concentrated in the following sectors: Industrials (29%), Information Technology (16%), Financials (11%), Health Care (10%), Materials (8%), Consumer Discretionary (7%), and Consumer Staples (6%). The remaining nine transactions were split between Communication Services, Energy, Real Estate, and Unassigned Industries, while Utilities recorded no closed deals during the time period. 2020 as a whole recorded similar distribution, with Industrials making up 31% of deals, Health Care making up 13%, IT comprising 12%, and Consumer Discretionary comprising 11.6% of transactions.

PITTSBURGH REGIONAL 2021 YTD M&A TRANSACTIONS

#	Closed Date	Target	Target Location	Buyer	Buyer Type	Sector	Value (\$USDmm)
1	05/28/2021	Tech Success Communications, LLC	Erie Area	CommCentric Solutions, Inc.	Strategic Buyer	Information Technology	-
2	05/28/2021	Standard AVB Financial Corp. (NasdaqCM:STND)	Pittsburgh Area	Dollar Mutual Bancorp	Strategic Buyer	Financials	153.39
3	05/26/2021	JTM Foods, LLC	Erie Area	Tenex Capital Management, L.P.	Strategic Buyer	Consumer Staples	-
4	05/25/2021	RTR Energy Solutions, LLC	Pittsburgh Area	Allied Resources Group LLC	Strategic Buyer	Industrials	-
5	05/24/2021	Healing Center, LLC	New Castle Area	Verano Holdings Corp. (CNSX:VRNO)	Strategic Buyer	Health Care	110.3
6	05/21/2021	System Optics, Inc.	Akron Area	ECP Ophthalmology Services, LLC	Strategic Buyer	Health Care	-
7	05/19/2021	Fourth Economy Consulting, Inc.	Pittsburgh Area	Steer Davies & Gleave Ltd.	Strategic Buyer	Industrials	-
8	05/18/2021	Pocket Expert LLC	Pittsburgh Area	Kaarya, LLC	Strategic Buyer	Information Technology	-
9	05/14/2021	Baker's Waterproofing Co., Inc.	Pittsburgh Area	Groundworks Companies	Strategic Buyer	Industrials	-
10	05/12/2021	DMS Computer Services, Inc.	Pittsburgh Area	Spera Partners	Strategic Buyer	Information Technology	-
11	05/07/2021	Alle-Kiski Caregivers, LLC	Greensburg Area	Dedicated Nursing Associates, Inc	Strategic Buyer	Industrials	-
12	05/07/2021	Liberty Tire Recycling LLC	Pittsburgh Area	Energy Capital Partners, LLC	Strategic Buyer	Industrials	-
13	05/04/2021	Sherpa Software Group, L.P.	Pittsburgh Area	Gimmel LLC	Strategic Buyer	Information Technology	-
14	05/03/2021	Express Med Pharmaceuticals, Inc.	Pittsburgh Area	SelectQuote Ventures	Strategic Buyer	Consumer Staples	-
15	05/03/2021	The Rhodes Group, Inc.	Pittsburgh Area	FTI Consulting, Inc. (NYSE:FCN)	Strategic Buyer	Industrials	-
16	04/30/2021	Bert Insurance Group, Inc.	Erie Area	USI Insurance Services, LLC	Strategic Buyer	Financials	31.8
17	04/21/2021	Mark Allen Plumbing & Heating	Pittsburgh Area	HomeServe USA Corp.	Strategic Buyer	Industrials	-
18	04/21/2021	Holman Leasing Systems, Inc.	New Castle Area	Dem Jet, Inc.	Strategic Buyer	Industrials	-
19	04/21/2021	Othot, Inc.	Pittsburgh Area	Liaison International, Inc.	Strategic Buyer	Information Technology	-
20	04/16/2021	Ramada by Wyndham Cumberland Downtown	Cumberland Area	-	Strategic Buyer	Consumer Discretionary	2.28
21	04/14/2021	Wise Telemetry, LLC	Pittsburgh Area	Otodata Wireless Network Inc.	Strategic Buyer	Information Technology	-
22	04/13/2021	Cms East, Inc.	Greensburg Area	Stonewood Capital Management, Inc.	Strategic Buyer	Consumer Discretionary	-
23	04/12/2021	Firstar Precision Corporation	Akron Area	Empowered Ventures, Inc	Strategic Buyer	Industrials	-
24	04/08/2021	Erie Retinal Surgery, Inc.	Erie Area	Omni Eye Services, Inc.	Strategic Buyer	Health Care	-
25	04/08/2021	Country Club Mall in LaVale	Cumberland Area	Namdar Realty Group LLC; Mason Asset Management Inc.	Strategic Buyer	Real Estate	-
26	04/08/2021	Cable Manufacturing & Assembly Co. Inc.	Canton Area	Torque Capital Group LLC	Strategic Buyer	Industrials	-
27	04/07/2021	The Rescue Store LLC	New Castle Area	Municipal Emergency Services, Inc.	Strategic Buyer	-	-
28	04/05/2021	Forum, Inc.	Pittsburgh Area	GE Current, a Daintree company	Strategic Buyer	Industrials	-
29	04/04/2021	Young Men's Christian Association of Greater Pittsburgh	Johnstown Area	-	Strategic Buyer	Consumer Discretionary	-
30	04/01/2021	SarahCare Adult Day Services, Inc.	Canton Area	Innovative MedTech Inc. (OTCPK:IMTH)	Strategic Buyer	Health Care	-
31	04/01/2021	Kold Draft International, LLC	Erie Area	Ali Group S.r.l.	Strategic Buyer	Industrials	-
32	03/31/2021	Sewickley Valley Pediatric & Adolescent Medicine P.C.	Pittsburgh Area	Children's Community Pediatrics	Strategic Buyer	Health Care	-
33	03/31/2021	Columbus Macro, LLC	New Castle Area	1914 Advisors	Financial Buyer	-	-
34	03/31/2021	Level Interactive, Inc.	Pittsburgh Area	-	Strategic Buyer	Communication Services	-
35	03/30/2021	Diamond-MT, Inc.	Johnstown Area	Specialty Coating Systems, Inc.	Strategic Buyer	Materials	-

PITTSBURGH REGIONAL 2021 YTD M&A TRANSACTIONS

#	Closed Date	Target	Target Location	Buyer	Buyer Type	Sector	Value (\$USdmm)
36	03/26/2021	thomastech, LLC	Akron Area	Oak Lane Partners, LLC	Strategic Buyer	Information Technology	-
37	03/24/2021	Discount Drainage Supplies LLC	Akron Area	Winsupply Inc.	Strategic Buyer	Industrials	-
38	03/24/2021	Bellaire Television Cable Co, Inc.	Steubenville Area	Massillon Cable TV, Inc.	Strategic Buyer	Communication Services	-
39	03/23/2021	Shrift Small Business Network Consulting, LLC	Johnstown Area	Sourcereer	Strategic Buyer	Information Technology	-
40	03/23/2021	Allen's PharmaServ, Inc.	Youngstown Area	Procare LTC	Strategic Buyer	Consumer Staples	-
41	03/23/2021	Mike Sessor Insurance Agency, Inc.	Canton Area	OneDigital Health and Benefits, Inc.	Strategic Buyer	Financials	-
42	03/22/2021	LOLA Energy PetroCo, LLC	Pittsburgh Area	LOLA Energy III LLC	Strategic Buyer	Energy	-
43	03/18/2021	Weaver Leather, Inc.	Canton Area	Blue Point Capital Partners, LLC	Strategic Buyer	Consumer Discretionary	-
44	03/15/2021	Media Post, Inc.	New Castle Area	ProFromGo Internet Marketing, LLC	Strategic Buyer	Information Technology	-
45	03/15/2021	Rohrer Corporation	Akron Area	Wellspring Capital Management LLC	Strategic Buyer	Materials	-
46	03/05/2021	US Acute Care Solutions, LLC	Canton Area	-	Strategic Buyer	Health Care	-
47	03/03/2021	Corry Micronics, Inc.	Pittsburgh Area	Quantic	Strategic Buyer	Industrials	-
48	02/16/2021	Pine Run Midstream, LLC	Pittsburgh Area	Pine Run Gathering LLC	Strategic Buyer	Energy	205.0
49	02/10/2021	Tjs Financial Services, LLC	Pittsburgh Area	AssuredPartners, Inc.	Strategic Buyer	Financials	-
50	02/09/2021	Marbury Wealth Management, LLC	Pittsburgh Area	Signature Financial Planning, LLC	Strategic Buyer	Financials	-
51	02/05/2021	Center Ice Delmont, LLC	Greensburg Area	Black Bear Sports Group, Inc.	Strategic Buyer	Consumer Discretionary	-
52	02/04/2021	PSP Metrics, Inc.	Pittsburgh Area	Scaleco Management Llc	Strategic Buyer	Industrials	-
53	02/04/2021	AMCI Acquisition Corp.	Greensburg Area	Advent Technologies Holdings, Inc. (NasdaqCM:ADN)	Strategic Buyer	Financials	-
54	02/03/2021	Bails & Associates, LLC	Pittsburgh Area	Nordic Consulting Partners, Inc.	Strategic Buyer	Information Technology	-
55	02/01/2021	Riverset Credit Union	Pittsburgh Area	Allegent Community Federal Credit Union	Strategic Buyer	Financials	-
56	02/01/2021	Cleveland Clinic Mercy Hospital	Canton Area	The Cleveland Clinic Foundation	Strategic Buyer	Health Care	-
57	01/31/2021	TASE Labs, LLC	Pittsburgh Area	Aspirant, LLC	Strategic Buyer	Information Technology	-
58	01/29/2021	BRT Extrusions Inc.	Youngstown Area	Corbel Structured Equity Partners; Gallamar Group, LLC.	Strategic Buyer	Materials	-
59	01/26/2021	Quick Insured Brokerage	Akron Area	Ritter Insurance Marketing, LLC	Strategic Buyer	Financials	-
60	01/26/2021	Ingredient Innovations International Company	Canton Area	Nu Skin Enterprises, Inc. (NYSE:NUS)	Strategic Buyer	Consumer Staples	25.6
61	01/19/2021	Uber Advanced Technologies Group	Pittsburgh Area	Aurora Innovation, Inc.	Strategic Buyer	Industrials	-
62	01/15/2021	Hannecard Roller Coatings, Inc.	Akron Area	Hannecard NV	Strategic Buyer	Industrials	-
63	01/15/2021	Gabriel Performance Products, LLC	Akron Area	Huntsman Corporation (NYSE:HUN)	Strategic Buyer	Materials	250.0
64	01/14/2021	Fedora Intertech LLC	Pittsburgh Area	Fedora Security LLC	Strategic Buyer	Industrials	-
65	01/12/2021	Madden Brothers, Inc.	Akron Area	WeCare Denali, LLC	Strategic Buyer	Materials	-
66	01/08/2021	Timios, Inc.	Pittsburgh Area	Ideanomics, Inc. (NasdaqCM:IDEX)	Strategic Buyer	Real Estate	46.52
67	01/05/2021	Slice Manufacturing LLC	Akron Area	Avalign Technologies, Inc.	Strategic Buyer	Industrials	-
68	01/04/2021	Alterra Energy LLC	Akron Area	Neste Oyj (HLSE:NESTE)	Strategic Buyer	Industrials	-
69	01/04/2021	Astro Shapes, LLC	Youngstown Area	Monomoy Capital Partners	Strategic Buyer	Materials	-
70	01/01/2021	NEXTPittsburgh LLC	Pittsburgh Area	-	Strategic Buyer	Communication Services	-

PITTSBURGH REGIONAL 4Q 2020 M&A TRANSACTIONS

#	Closed Date	Target	Target Location	Buyer	Buyer Type	Sector	Value (\$US\$mm)
1	12/31/2020	Paragon Asset Recovery Services Inc.	Pittsburgh Area	B&J Parent Holdings, LLC	Strategic Buyer	Financials	-
2	12/31/2020	AIS Commercial Parts & Service, Inc.	Pittsburgh Area	Tech-24	Strategic Buyer	Industrials	-
3	12/31/2020	Bush Insurance	Erie Area	World Insurance Associates LLC	Strategic Buyer	Financials	-
4	12/31/2020	Red Valve Company, Inc.	Pittsburgh Area	DeZURIK, Inc.	Strategic Buyer	Industrials	63.0
5	12/31/2020	APO Pumps & Compressors, Inc.	Akron Area	DXP Enterprises, Inc. (NasdaqGS:DXPE)	Strategic Buyer	Industrials	38.3
6	12/31/2020	Total Equipment Company, Inc.	Pittsburgh Area	DXP Enterprises, Inc. (NasdaqGS:DXPE)	Strategic Buyer	Industrials	64.7
7	12/31/2020	AdvantageCare Rehabilitation Inc	Pittsburgh Area	Harbour Point Capital	Strategic Buyer	Health Care	-
8	12/30/2020	PANTHERx Rare, LLC	Pittsburgh Area	Centene Corporation (NYSE:CNC)	Strategic Buyer	Consumer Staples	-
9	12/30/2020	CONSOL Coal Resources LP	Pittsburgh Area	CONSOL Energy Inc. (NYSE:CEIX)	Strategic Buyer	Energy	34.31
10	12/29/2020	National Carwash Solutions, LP	New Castle Area	Berkshire Partners LLC	Strategic Buyer	Consumer Discretionary	-
11	12/24/2020	Ultimate Wash	Akron Area	Express Wash Concepts, LLC	Strategic Buyer	Consumer Discretionary	-
12	12/22/2020	AWP, Inc.	Canton Area	Kohlberg & Company, L.L.C.	Strategic Buyer	Industrials	-
13	12/18/2020	Echo Treatment Center, LLC	Pittsburgh Area	BayMark Health Services Inc.	Strategic Buyer	Health Care	-
14	12/16/2020	Applied Vision Corporation	Akron Area	Antares Vision, Inc.	Strategic Buyer	Industrials	45.0
15	12/14/2020	Mon Health Preston Memorial Hospital Primary Care Kingwood	Clarksburg Area	Preston Memorial Hospital Corporation	Strategic Buyer	Health Care	-
16	12/14/2020	Saint Barbara Parish	Greensburg Area	Holy Child Parish	Strategic Buyer	Industrials	-
17	12/08/2020	Hop Culture, LLC	Pittsburgh Area	Homebrewed Tech, LLC	Strategic Buyer	Communication Services	-
18	12/05/2020	Cottrill, Arbutina & Associates, P.C.	Pittsburgh Area	H2R CPA LLC	Strategic Buyer	-	-
19	12/02/2020	TrueCommerce, Inc.	New Castle Area	Welsh, Carson, Anderson & Stowe	Strategic Buyer	Information Technology	-
20	12/01/2020	Site Twenty Ten, LLC	Altoona Area	Faulkner Media Group, LLC	Strategic Buyer	Information Technology	-
21	12/01/2020	Custom Poly Bag, Inc.	Canton Area	PPC Flexible Packaging LLC	Strategic Buyer	Materials	-
22	11/23/2020	Goodyear Air Springs	Akron Area	Turnspire Capital Partners LLC; Backcast Partners, LLC	Strategic Buyer	Consumer Discretionary	39.5
23	11/17/2020	X-Cell Tool And Mold, Inc.	Erie Area	SyBridge Technologies	Strategic Buyer	Materials	-
24	11/16/2020	Greentree Printing & Signs, Inc.	Pittsburgh Area	Minuteman Press - South Hills	Strategic Buyer	Industrials	-
25	11/12/2020	Keystone Relief Centers, LLC	Pittsburgh Area	Trulieve Cannabis Corp. (CNSX:TRUL)	Strategic Buyer	Consumer Discretionary	34.57
26	11/11/2020	Villa Maria Academy	Erie Area	Cathedral Preparatory School	Strategic Buyer	Consumer Discretionary	-
27	11/10/2020	onPoint Oncology, Inc.	Akron Area	RxVantage, Inc.	Strategic Buyer	Health Care	-
28	11/01/2020	Woody's Dog Wash & Boutique	Pittsburgh Area	-	Strategic Buyer	Consumer Discretionary	-
29	11/01/2020	County HomeMakers, Inc.	Du Bois Area	Addus HomeCare Corporation (NasdaqGS:ADUS)	Strategic Buyer	Health Care	15.82
30	11/01/2020	Peter Elish Investments Securities	Pittsburgh Area	Doo Holding Group Limited	Strategic Buyer	Financials	-
31	10/30/2020	Old Reliable Wholesale Company	Akron Area	SRS Distribution Inc.	Strategic Buyer	Industrials	-
32	10/22/2020	Carnegie Learning, Inc.	Pittsburgh Area	Madison Dearborn Partners, LLC	Strategic Buyer	Communication Services	-
33	10/22/2020	GLI Pool Products	Youngstown Area	Latham Pool Products, Inc.	Strategic Buyer	Consumer Discretionary	78.4
34	10/21/2020	Stouffer Realty, Inc.	Akron Area	Berkshire Hathaway HomeServices The Preferred Realty	Strategic Buyer	Real Estate	-
35	10/14/2020	Hickey Bottom BBQ Sauce Co., LLC	New Castle Area	YUM Distribution LLC	Strategic Buyer	Consumer Staples	-
36	10/10/2020	Riverview Chevrolet Buick GMC	Greensburg Area	Riverview Automotive Group, Inc.	Strategic Buyer	Consumer Discretionary	-
37	10/07/2020	Blind & Sons, Inc.	Akron Area	Heartland Home Services	Strategic Buyer	Consumer Discretionary	-
38	10/06/2020	Box Robotics, Inc.	Pittsburgh Area	Seegrid Corporation	Strategic Buyer	Information Technology	-
39	10/02/2020	Doctor Dead-Bug, Inc.	New Castle Area	Plunkett'S Pest Control, Inc.	Strategic Buyer	Consumer Discretionary	-
40	10/02/2020	InvestEdge, Inc.	Pittsburgh Area	Featheringill Capital, LLC	Strategic Buyer	Information Technology	-
41	10/01/2020	CARS Protection Plus, Inc.	Greensburg Area	Spectrum Automotive Holdings Corp.	Strategic Buyer	Financials	-

Transaction Requirements: Either buyer, buyer parent, target or seller must be local, and the local participant must have purchased or sold majority control. Excluded transactions which only involved selling of real estate or facilities. "Local" in this sense includes all major geographic locations within a 100-mile radius of Pittsburgh. Sorted by close date.






PITTSBURGH REGIONAL 2021 YTD PRIVATE PLACEMENTS

#	Closed Date	Target	Target Location	Investor	Sector	Value (\$USdmm)
1	05/28/2021	Stronghold Digital Mining, Inc.	Oil City Area	-	-	20.0
2	05/12/2021	EKTO VR, Inc	Pittsburgh Area	-	Information Technology	0.339
3	05/07/2021	Index Machines Inc.	Pittsburgh Area	-	-	0.1
4	05/06/2021	Metafy, Inc.	Johnstown Area	DCM Ventures; Forerunner Ventures; 776 Fund Management, LLC	Consumer Discretionary	5.5
5	05/05/2021	Delta Band Inc.	Pittsburgh Area	Maven Capital Partners UK LLP; TenOneTen Ventures; Alpha Edison	Information Technology	4.11
6	04/29/2021	Ariel Precision Medicine, Inc.	Pittsburgh Area	MCI Onehealth Technologies Inc. (TSX:DRDR)	Health Care	-
7	04/22/2021	Incline Management, L.P.	Pittsburgh Area	Goldman Sachs Asset Management International Ltd.	Financials	-
8	04/13/2021	Stronghold Digital Mining, Inc.	Oil City Area	-	-	85.0
9	04/12/2021	16 Akers LLC	Akron Area	-	-	0.6
10	04/02/2021	Epistemix Inc.	Pittsburgh Area	-	Information Technology	0.8
11	03/25/2021	Idelic Inc.	Pittsburgh Area	Birchmere Investments, Inc.; Highland Capital Partners LLC; Origin Ventures Group, LLC; TDF Ventures LLC; AXA Venture Partners SAS; SaaS Venture Capital LLC	Information Technology	20.0
12	03/24/2021	Hellbender Inc.	Pittsburgh Area	-	-	0.05
13	03/22/2021	Guardian Storage Greeley II, LLC	Pittsburgh Area	-	Industrials	8.0
14	03/22/2021	Forest Devices, Inc.	Pittsburgh Area	-	Health Care	0.25
15	03/17/2021	EnergyCAP, Inc.	Altoona Area	Resurgens Technology Partners	Information Technology	-
16	03/16/2021	Honeycomb Credit, Inc.	Pittsburgh Area	Innovation Works; Urban Redevelopment Authority of Pittsburgh; Flight Ventures; Kairos K50; Reinforced Ventures; The American Family Insurance Institute for Corporate and Social Impact	Information Technology	1.75
17	03/15/2021	Expat Beverages, LLC	New Castle Area	-	Consumer Staples	0.75
18	03/15/2021	LOLA Energy Holdings III LLC	Pittsburgh Area	-	-	3.0
19	03/15/2021	Pine Technology Acquisition Corp. (NasdaqCM:PTOC)	Akron Area	Pine Technology Sponsor LLC	Financials	8.9
20	03/09/2021	RIMSYS LLC	Pittsburgh Area	-	Health Care	3.0
21	03/02/2021	Buckeye Corrugated, Inc.	Akron Area	-	Materials	5.0
22	03/02/2021	System One Holdings, LLC	Pittsburgh Area	Oaktree Capital Management, L.P.	Industrials	-
23	03/02/2021	Environmental Data Systems LLC	Akron Area	-	Communication Services	1.0
24	02/19/2021	Gus Gear LLC	Pittsburgh Area	-	Health Care	0.1
25	02/12/2021	Apollo Neuroscience, Inc.	Pittsburgh Area	-	Health Care	5.89
26	02/10/2021	NR Villas, LLC	Canton Area	-	-	0.431
27	01/29/2021	Encentiv Energy, Inc.	Pittsburgh Area	-	Information Technology	2.68
28	01/26/2021	Forta Holdco, LLC	New Castle Area	-	-	1.25
29	01/21/2021	Edge AI, LLC	Pittsburgh Area	-	-	0.13
30	01/20/2021	Phospholutions, Inc.	Altoona Area	Continental Grain Company Corp.; Ag Ventures Alliance; Maumee Ventures LLC; 1855 Capital Partners; Tekfen Ventures	Materials	10.3
31	01/13/2021	EdgeCo Holdings, L.P.	Pittsburgh Area	-	Financials	3.78
32	01/13/2021	Driftwood Oven LLC	Pittsburgh Area	-	Consumer Discretionary	0.15
33	01/06/2021	AMCI Acquisition Corp.	Greensburg Area	-	Financials	65.0
34	01/06/2021	AWP, Inc.	Canton Area	The Riverside Company	Industrials	-
35	01/03/2021	Adrich, Inc.	Pittsburgh Area	Tech Council Ventures; Innovation Works; IDEA Fund Partners, LLC; M7 Capital; Sony Innovation Fund	Information Technology	-

Strategic Advisors is a middle market investment-banking firm that helps clients achieve financial and business goals by providing merger and acquisition advisory, corporate finance advisory and strategic consulting services. Along with many years of experience in advising middle market clients, our Managing Directors have experience investing in and managing portfolio companies. As a result, Strategic Advisors not only has expertise in advisory services but also firsthand knowledge of what stakeholders, investors, and lenders expect and desire.

When considering a sale of your business, the acquisition of a business, or the restructuring or recapitalization of your balance sheet, the best pathway for achieving your expectations is a well-run process that addresses all your business and personal goals. Strategic Advisors is accustomed to working with business owners to determine the best pathway to achieve their goals and objectives. Give us a call to discuss your possibilities.

Strategic Advisors works with clients across numerous industries. Selected transactions include:

 FSI Facilities Survey, Inc. <i>has been acquired by</i> Seely Partners Capital <i>The undersigned acted as the investment banker to the ownership of Facilities Survey, Inc.</i>  December 2020	 INTERTECH THE SYSTEMS INTEGRATION EXPERTS <i>has entered into a merger with</i>  FEDORA SECURITY Your World, Protected™ <i>The undersigned acted as the investment banker to the owner of InterTech Ct</i>  December 2020	 Charleston counseling center <i>has been acquired by</i>  LifeStance HEALTH <i>The undersigned acted as investment banker to the owners of Charleston Counseling Center.</i>  April 2021
 CELLAR TECH Containment Well Cellar Systems <i>has been acquired by</i>  NOV <i>The undersigned acted as the exclusive financial advisor to the members of Cellar Tech, LLC</i>  May 2018	 KPC HORIZON <i>Has Completed a Restructuring of Debt</i> <i>The undersigned acted as financial advisor and placement agent</i>  March 2018	 ABMECH <i>has been acquired by</i> ABMECH Acquisitions, LLC <i>A newly created affiliate of a nationally recognized foundation repair and basement waterproofing contractor</i> <i>The undersigned acted as financial advisor to the owner of ABMECH, Inc.</i>  February 2018
 IRON CITY EXPRESS <i>has been acquired by</i> GPB Waste OH, LLC <i>A newly created entity of</i>  GPB CAPITAL <i>The undersigned acted as financial advisor to the owner of Iron City Express.</i>  September 2017	 PMAI Prime Metals and Alloys, Inc. <i>has been acquired by</i> Amerinac Holding Corp. <i>The Undersigned acted as financial advisor to the ownership of Prime Metals and Alloys</i>  August 2017	<i>Restructuring of Debt</i> East Coast Manufacturer <i>The undersigned acted as financial advisor to the Shareholders</i>  April 2017

For more information, please contact any of the professionals listed below or visit our website at www.strategicad.com

*Andrew J. Bianco, Sr.	Managing Director	<u>ajbianco@strategicad.com</u>	724-350-6672
Andrew J. Bianco, Jr.	Managing Director	<u>andy.bianco@strategicad.com</u>	412-418-1748
Bill Collier	Managing Director	<u>bill.collier@steelgateadvisors.com</u>	724-719-3220
*Thomas J. Krahe	Managing Director	<u>tom.krahe@strategicad.com</u>	814-449-9155
Chris Miller	Director	<u>chris.miller@strategicad.com</u>	412-370-0714
Matthew Hartford	Director	<u>matt.hartford@strategicad.com</u>	724-681-3501
Gerad Greco	Analyst	<u>gerad.greco@strategicad.com</u>	412-926-8600
Christopher Sicher	Analyst	<u>chris.sicher@strategicad.com</u>	724-814-4945

Transaction data was taken from S&P Capital IQ.

Please be advised that the accuracy and completeness of this information are not guaranteed. The opinions expressed are those of the author and are not necessarily those of Strategic Advisors.

The material is distributed solely for informational purposes and is not a solicitation of an offer to buy any security or instrument or to participate in any trading strategy. Any forecasts contained herein are for illustrative purposes only and are not to be relied upon as advice or interpreted as a recommendation.

Securities transactions are conducted through StillPoint Capital LLC ▪ Located in Tampa, FL, Member FINRA/SIPC.

*Certain members of Strategic Advisors are Registered Representatives of StillPoint Capital, LLC. StillPoint Capital is not affiliated with Strategic Advisors.

