

# Investment Banking

## Our Services

Many of Houlihan Capital's clients have a unique story to tell. We are committed to structuring a tailored approach to assist our clients in achieving their strategic, financial and risk-management objectives. We also understand the time sensitivity of many of our assignments and work diligently to meet these demands while minimizing operational disruption, allowing clients to focus on their business.



## Mergers & Acquisitions

- Sell-Side Advisory
- Sale of Minority Ownership Positions
- Leveraged Buyouts
- Majority Recapitalizations
- Corporate Divestitures

## Industry Expertise

### Sector I: Industrials & Manufacturing

- Diversified Metal Components & Fabrication
- Plastics, Paper, & Packaging
- Chemicals & Chemical Processing
- Food & Beverage
- Automotive & Heavy Truck Components
- Steel Products

### Sector II: Consumer & Retail

- Food, Beverage & Tobacco
- Restaurants, Grocery, & Markets
- Household Goods & Garden Equipment
- Multi-unit Retail & Convenience Stores
- Health, Wellness, & Cannabis Products
- Outdoor & Sportsman Products
- Cosmetics & Beauty Products
- Other Consumer Products & Services

### Sector III: Healthcare, Pharma, & Medical Technology

- Private Physician Practices
- Medical Equipment and Supplies Distribution
- Pharmaceutical Distribution
- Home Healthcare & Skilled Nursing Services
- Other Healthcare Services & Technologies

# Investment Banking

## Industry Expertise - Continued

### Sector IV: Tech-enabled Business & Professional Services

- Diversified Financial Services
- Education, Training, & Employee Benefits
- Language Services
- Marketing & Events Services
- Outsourced IT services
- Staffing & Other Professional Services

### Sector V: Supply Chain, Construction, & Facility Services

- Construction Services & Contracting
- HVAC Services, Product Distribution, & Retail
- Facility & Environmental Services
- Transportation & Logistics

## Typical Client Profile

**Enterprise Value:**  
< \$150 Million

**EBITDA:**  
\$2 - \$25 Million

**Revenue:**  
\$5 - \$150 Million



## Corporate Financial Services

### Financial Modeling

- Creation of dynamic financial models to validate future company performance.

### Investor Presentation

- Assembly of customized investor decks, detailing client's business operations.

### Valuation Analysis

- Utilization of income and market-based approaches to issue defensible valuations.

### Strategic Advisory

- Expert advisory to help clients navigate an ever-changing regulatory landscape.

### Contact:

**Monica Blocker**

Director, Business Development

[mblocker@houlihancapital.com](mailto:mblocker@houlihancapital.com)

Direct: (312) 450-8699 | Cell: (708) 813-0512