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FIRM OVERVIEW

SLATE Partners advises business owners and investors of companies in the Building Materials and Building Services (“BMS”) industry on mergers and acquisitions (“M&A”). Our exclusive focus over the last 20 years on niches within the BMS industry provides unique insight into the macroeconomic indicators, buyer perspectives, and nuanced value drivers that impact M&A in the industry. Our model results in optimal positioning and a differentiated buyer universe to maximize value for our clients, while our full-service model and custom approach increase transaction speed and certainty of closing.

20 Years dedicated to BMS

\$7 MM Average client EBITDA

65% Transactions of family-owned businesses

STONE SOURCE
a portfolio company of
Founders Equity
has been acquired by
PARAMOUNT
a portfolio company of
Platinum Equity

APEX
PAVEMENT SOLUTIONS
has been acquired by
TENDIT
a portfolio company of
OSCEOLA

AMERICAN STRIPING
COMPANY
has been acquired by
TENDIT
a portfolio company of
OSCEOLA

APS FireCo
Fire Protection
has been acquired by
MARMIC
FIRE & SAFETY
a portfolio company of
HGGC

Colorado
WINDOW SYSTEMS, INC.
has been acquired by
DYNAMIC GLASS
a portfolio company of
PLATFORM PARTNERS

THE KITCHEN
SHOWCASE
has been acquired by
FERGUSON

Z-FANS
Efficiency and Performance
has been acquired by
RITE-HITE
ALWAYS LOOKING AHEAD

GROUP Lmt
a portfolio company of
CALVERT STREET
CAPITAL PARTNERS
has been acquired by
muraflex
a portfolio company of
ALIANTE
PARTNERS

AMERICAN
PAVEMENT PRESERVATION
a portfolio company of
GATEWAY CITY
CAPITAL INVESTORS
has been acquired by
CAPITAL ALIGNMENT
PARTNERS

ENGINEERED PLASTIC SYSTEMS
LLC
has been acquired by
CMI
a portfolio company of
CAPITAL PARTNERS

purchase green
has been acquired by
CONTROLLED PRODUCTS
a portfolio company of
CLEARVIEW CAPITAL

SOUTHWEST
ELEVATOR COMPANY
has completed a recapitalization with
ALIGN
CAPITAL PARTNERS

SLATE BMS Industry Specialization

Building Materials

Raw Materials



Manufactured Products



Services

- | | |
|----------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Production • Distribution | <ul style="list-style-type: none"> • Production • Distribution • Tech-Enabled Solutions |
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Sample Sectors

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| <ul style="list-style-type: none"> • Aggregate • Asphalt • Brick/Block/Pavers/Stone • Cement • Concrete • Landscape Materials • Lumber • Sand/Gravel | <ul style="list-style-type: none"> • Architectural Glass/Curtainwall • Bathroom/Kitchen Fixtures • Cabinets/Countertops • Diversified Products • Doors/Windows • Drywall/Insulation • Electrical/Lighting • Fencing/Decking/Railing • Flooring • Heavy Infrastructure • HVAC/Plumbing • Millwork/Casework • Modular Buildings • Roofing/Siding • Tools/Fasteners/Sealants • Trusses/Wall Panels |
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Building Services

Professional Services



Labor Services



Services

- | | |
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| <ul style="list-style-type: none"> • Consulting • Coordination • Due Diligence • Project Management | <ul style="list-style-type: none"> • Inspection • Maintenance • Retrofit/Repair • Installation |
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Sample Sectors

- | | |
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| <ul style="list-style-type: none"> • Architecture <ul style="list-style-type: none"> ➢ Building ➢ Landscape • Engineering <ul style="list-style-type: none"> ➢ Civil ➢ Electrical ➢ Environmental ➢ Mechanical ➢ Structural • Construction SaaS/Software <ul style="list-style-type: none"> ➢ Computer-aided Design (CAD) ➢ Building Information Modeling (BIM) ➢ Project Management ➢ Contract Management ➢ Estimation & Bidding ➢ Field Collaboration | <ul style="list-style-type: none"> • Electrical • Elevator/Escalator • Facilities Management • Fire & Life Safety • Glazing/Curtainwall • Heavy Industrial • Landscaping • Mechanical/HVAC • Millwright • Power/Energy/Utility Infrastructure • Restoration/Remodeling • Roofing/Siding • Solar/Alternative Energy • Structural Steel/Concrete • Transportation Infrastructure • Wall/Ceiling/Floor |
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