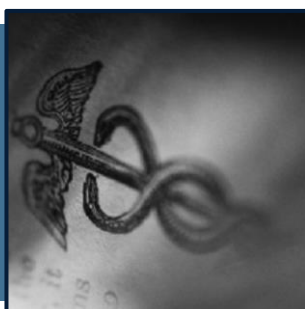
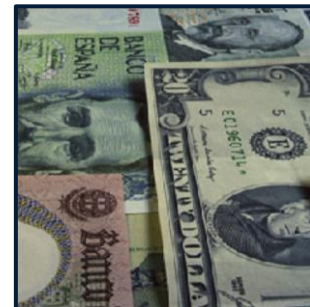
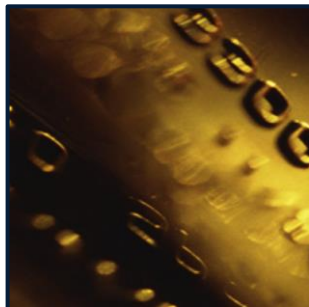


# FINANCIAL SPONSORS QUARTERLY



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# RAYMOND JAMES OVERVIEW

## RAYMOND JAMES

- Full-service financial services firm
- **Founded in 1962**; public since 1983 (NYSE: RJF)
- Fiscal 2015 net revenue **\$5.2 billion**; net income over **\$500 million**
- **28** North American and international investment banking and institutional sales offices

## INVESTMENT BANKING

- More than **330 investment banking professionals** organized by industry and transaction groups
- Raised more than **\$600 billion in capital** for our corporate clients since 2009
- Since 2009, we have **completed more than 450** advisory assignments, including nearly **400 M&A** buy-side or sell-side advisory assignments

## EQUITY CAPITAL MARKETS

- Powerful institutional and retail distribution capabilities
- More than **6,700 financial advisors** serving **2.8 million accounts**
- Global institutional sales force with **100 professionals**, nearly half in the US.
- Approximately **39% of institutional equity commissions generated outside of the U.S.**

## EQUITY RESEARCH

- **84 equity analysts** covering more than **1,000 U.S.** and more than **300** international companies
- Our firm ranked fourth in **2015 Greenwich SMID PM Study** and sixth in cumulative awards over the previous 10 yrs. in the **WSJ Best on the Street Survey**

## AWARDS AND RECOGNITION

- **Investment Banking Firm of the Year** by The M&A Advisor Turnaround Awards (2016 & 2015)
- Recognized with **four M&A Deal of the Year** awards by The M&A Advisor (2015)
- Recognized with **two M&A Deal of the Year awards** by the Global M&A Network (2015)
- **15 StarMine Analyst awards**, placing Raymond James in a tie for fifth among all brokerage firms (2015)
- Ranked **3rd** among all brokers in cumulative **StarMine awards** over the past three and five year periods (2015)
- **USA Middle Market M&A Investment Bank of the Year** by Global M&A Network (2014)

## RAYMOND JAMES IN THE NEWS



### Pavel Molchanov on CNBC

Raymond James Energy Analyst discussed oil prices. [Watch here.](#)



### Dan McMahon on CNBC

Raymond James Equity Trading Director the Fed's rate hike path and what it means for the markets. [Watch here.](#)

[Check out our news page to see Raymond James experts in the news.](#)

## RECENT PRESS RELEASES

09/06/16 – [Raymond James hires John Roddy as Co-Head of Financial Services Investment Banking practice](#)

08/08/16 – [Raymond James expands Energy Advisory team with addition of senior engineers to its Investment Banking group](#)

06/21/16 – [Raymond James adds veteran Industrials investment banker, Brendan Tierney](#)

# ECONOMIC OUTLOOK

## Market Commentary – Week of October 24, 2016

STATUS	ECONOMIC INDICATOR	COMMENTARY
Positive Outlook	Employment	Job growth has slowed in 2016 (reflecting tighter labor market conditions). Job destruction remains very low. An aging population suggests less labor turnover.
	Consumer Spending	Strong job growth and moderate wage gains should continue to support consumer spending growth, but the impact of low gasoline prices will fade over time.
	Housing and Construction	A bit choppy from month to month, but a general trend of improvement. Supply constraints remain a factor, lifting home prices and rents.
	Fiscal Policy	State and local government budgets are in better shape and spending should add a bit to GDP growth. Both presidential candidates have pledged to increase infrastructure spending, which would add a little to overall growth.
	Monetary Policy	Close to raising rates in September, Fed officials saw little risk in waiting for more information. A November 2 rate hike is a possibility, but market participants expect the Fed to wait for the mid-December policy meeting to pull the trigger. Further rate increases should be very gradual.
	The Dollar	The dollar is likely to remain range-bound in the near term, supported by expectations of gradual Fed tightening and worries about the rest of the world.
	Growth	Trend GDP growth has slowed due to the demographics. Growth ought to be a little beyond that in the next few quarters as existing slack is taken up.
Neutral Outlook	Business Investment	Shipments of capital equipment continued to fall in 3Q16, but new orders picked up. Election year uncertainty and global economic softness have been restraints.
	Manufacturing	Mixed across industries, but generally soft – reflecting weak global demand and a restrained pace of capital spending.
	Inflation	Some mild deflationary pressure in consumer goods. Prices of services have been mixed, but generally higher (shelter, medical care). Firms still generally have a limited ability to raise prices. Labor cost pressures are rising, but still generally moderate.
	Long-Term Interest Rate	Long-term interest rates should drift gradually higher as the economy improves and the Fed raises short-term rates. In the near term, we should see modest increase in concern about inflation and perhaps some unwinding of the global flight to safety.
	Rest of the World	The global outlook remains relatively soft by historical standards, with a number of downside risks. China's restructuring will be difficult. Brexit (which still lies ahead) adds uncertainty.

## The Next Few Weeks

Investors place far too much significance in the headline GDP growth figure. This is the advance estimate (arriving Thursday) and will be subject to large revisions. However, the story ought not to change much. Consumer spending growth (roughly 70% of GDP) was likely moderate – slower than the second quarter's blistering 4.4% pace, but better than the first quarter's 1.6%. Business fixed investment and residential homebuilding are likely to have been soft. A slowing trend in inventory growth subtracted significantly from headline GDP growth in recent quarters, making the economy appear weaker than it really is. An inventory rebuild was expected to fuel stronger GDP growth in 3Q16, but now that contribution appears likely to have been much more modest. Foreign trade ought to add, largely reflecting a surge in agricultural exports.

– Weekly Economic Monitor (October 24, 2016)



**Scott J. Brown, Ph.D.**  
Chief Economist  
Raymond James Equity Research

# SECTOR SPOTLIGHT:

## INDUSTRIALS INVESTMENT BANKING – COVERAGE OVERVIEW

### INDUSTRIALS INVESTMENT BANKING

- Eleven dedicated investment bankers with a combined 180 years of banking and capital markets expertise
- Industrials representatives in five offices around the globe
- Longstanding relationships with extensive network of strategic buyers and financial equity sponsors

### SECTOR EXPERTISE

BUILDING PRODUCTS	DISTRIBUTION	C-STORE & FUEL PRODUCTS DISTRIBUTION	WATER INFRASTRUCTURE	INDUSTRIAL TECHNOLOGY	SPECIALTY INDUSTRIAL & MANUFACTURING	AUTOMOTIVE
<b>Basic Materials</b> <ul style="list-style-type: none"> <li>• Stone, Concrete, Aggregates, Lumber</li> </ul> <b>Structural Components</b> <ul style="list-style-type: none"> <li>• Framing, Roofing, Insulation</li> <li>• Walls, Ceilings, Floors, Decking</li> </ul> <b>Finished Goods</b> <ul style="list-style-type: none"> <li>• Lighting, Fixtures, Cabinets</li> <li>• Windows &amp; Doors</li> </ul>	<b>Building Products</b> <ul style="list-style-type: none"> <li>• Roofing</li> <li>• HVAC</li> <li>• Insulation</li> <li>• Engineered Wood</li> </ul> <b>Industrial</b> <ul style="list-style-type: none"> <li>• Pipe, Valve &amp; Fitting</li> <li>• Process Flow Control</li> <li>• MRO</li> </ul> <b>Specialty</b> <ul style="list-style-type: none"> <li>• Automotive</li> <li>• Linens</li> <li>• Tires</li> <li>• Diversified</li> </ul>	<b>C Store</b> <ul style="list-style-type: none"> <li>• C-Store Suppliers &amp; Service Providers</li> <li>• C-Store Retailers</li> <li>• Truck Stops &amp; Travel Centers</li> </ul> <b>Fuel Products Distribution</b> <ul style="list-style-type: none"> <li>• Branded Oil</li> <li>• Jobbers</li> <li>• Mobile Fueling</li> <li>• Terminal Operators</li> <li>• Wholesale Fuel Distributors</li> <li>• Bulk &amp; Commercial Lube Distributors</li> </ul>	<b>Products</b> <ul style="list-style-type: none"> <li>• Distribution &amp; Transmission Equipment</li> <li>• Treatment &amp; Purification</li> <li>• Pipes, Valves &amp; Fittings</li> <li>• Test &amp; Instrumentation</li> </ul> <b>Services</b> <ul style="list-style-type: none"> <li>• Meter Reading</li> <li>• Trenchless Rehabilitation</li> <li>• Water Utilities</li> <li>• Water Well Drilling</li> </ul>	<b>Automation</b> <ul style="list-style-type: none"> <li>• Motion Control</li> <li>• Photonics</li> <li>• Robotics</li> </ul> <b>Process Equipment &amp; Controls</b> <ul style="list-style-type: none"> <li>• Air Handling/HVAC</li> <li>• Filtration</li> <li>• Pumps, Valves, Controls</li> <li>• Test &amp; Measurement</li> </ul> <b>Intelligent Transportation</b> <ul style="list-style-type: none"> <li>• Connected Mobility</li> <li>• Smart Parking</li> </ul>	<b>Niche Manufacturing</b> <ul style="list-style-type: none"> <li>• Machinery &amp; Equipment</li> <li>• Printing Consumables</li> <li>• Metals</li> </ul> <b>Industrial Services</b> <ul style="list-style-type: none"> <li>• Preventive and Routine Maintenance</li> <li>• Route Based Services</li> </ul> <b>Packaging</b> <ul style="list-style-type: none"> <li>• Rigid metal and plastic</li> <li>• Flexible</li> </ul>	<b>Tier 1/Tier 2</b> <ul style="list-style-type: none"> <li>• Interior Components</li> <li>• Plastic Technologies</li> <li>• Electronics</li> <li>• Metal Processing</li> <li>• Engineering &amp; Tooling</li> </ul> <b>Aftermarket</b> <ul style="list-style-type: none"> <li>• Automotive</li> <li>• Enthusiast</li> <li>• Recreational Vehicle</li> </ul>
Brian McDermott		Scott Garfinkel		Gary Downing		Pascal Schmidt
		Roger Woodman		Brendan Tierney		Dirk Liedtke

### Senior Banker Profiles

#### Gary Downing, Managing Director; Group Co-Head

- Over 30 years of experience at Raymond James
- Previously head of Consumer Group and founded Raymond James Capital
- B.S. Bucknell; M.B.A. Wharton School

#### Scott Garfinkel, Managing Director; Group Co-Head

- Over 26 years of experience
- Previously was the Co-Head of M&A Investment Banking at Morgan Keegan
- B.S. University of North Carolina; M.B.A. Darden School

#### Dirk Liedtke, Managing Director

- Over 21 years of experience
- Prior experience at Unicredit Germany, Commerzbank and Deutsche Bank
- M.S. University Erlangen-Nürnberg

#### Brian McDermott, Managing Director

- Over 17 years of experience
- Completed over 80 transactions
- B.S. University of North Carolina; J.D. Harvard Law School

#### Pascal Schmidt, Managing Director

- Over 21 years of experience
- Prior experience with Infineon Ventures GmbH and Siemens
- M.S. University of Bayreuth

#### Brendan Tierney, Managing Director

- Over 17 years of experience
- Prior experience with Janney Montgomery Scott and Citigroup
- B.A. Tufts University; M.B.A. Cornell University

#### Roger Woodman, Managing Director

- Over 18 years of experience
- Prior experience with Morgan Keegan and Waring Cox
- B.B.A. Emory; J.D. University of Louisville; LLM Georgetown University

#### Joerg Brunner, Sr. Vice President

- Over 8 years of experience
- Prior experience with Buchanan Capital Group
- M.S. University of Bayreuth

#### David Corbett, CFA, Sr. Vice President

- Over 11 years of experience
- Prior experience at Morgan Keegan and Comerica Bank
- B.A. University of Georgia; M.B.A. Georgia State University, Robinson College

#### George Steinbarger, Sr. Vice President

- Over 10 years of experience
- Prior experience at PCE Investment Bankers
- B.S. University of Central Florida; M.B.A. Rollins College, Crummer School

#### John Veith, Vice President

- Over 7 years of M&A experience
- Prior experience at The Blackstone Group
- B.S. Indiana University; M.B.A. Darden School



# SECTOR SPOTLIGHT:

## INDUSTRIALS INVESTMENT BANKING – CASE STUDIES

### INDUSTRIALS GROUP RECENT CASE STUDIES



#### Company Background

- Five Star Food Service is a leading provider of highly customized onsite food and beverage solutions to employers
- The company has been at the forefront of industry trends and has led an aggressive expansion into Micro Markets, a retail-focused, more employee-friendly version of traditional vending
- Five Star is headquartered in Chattanooga, TN and operates as a franchisee of Canteen Vending Services, a division of Compass Group USA

#### Investment Banking Role

- Raymond James served as the exclusive financial advisor to Five Star Food Service, Inc. on its recapitalization by PNC Riverarch Capital
- Raymond James conducted a highly competitive and targeted sale process involving strategic and financial buyers

#### Successful Outcome

- On October 3, 2016, PNC Riverarch Capital completed the recapitalization of Five Star Food Service, Inc.
- The transaction achieved a premium outcome for Five Star's existing shareholders while positioning the Company for continued growth with a leading partner in PNC Riverarch Capital



#### Company Background

- Founded in 1992 and based in Atlanta, GA, Delaney is a premier designer and value-added distributor of high-quality residential and commercial locksets, door hinges, bath accessories, and other builders hardware
- The company's products are primarily marketed and sold into the single-family residential, multi-family residential and non-residential building end-markets in key geographies throughout the United States
- With a highly scalable business model and differentiated service offering, Delaney is poised to capitalize on the strong tailwinds in the construction industry

#### Investment Banking Role

- Raymond James served as the exclusive financial advisor to Delaney on its recapitalization by HCI Equity Partners
- Conducted a highly competitive and targeted process involving a selected group of strategic buyers and a broader group of financial buyers

#### Successful Outcome

- On September 30, 2016, HCI Equity Partners completed the recapitalization of Delaney
- The transaction achieved a premium outcome for Delaney's founder and owner while optimally positioning the company for future growth with a committed and experienced partner in HCI Equity

## SECTOR SPOTLIGHT:

### INDUSTRIALS INVESTMENT BANKING – CASE STUDIES (CONT'D)

#### INDUSTRIALS GROUP RECENT CASE STUDIES



##### Company Background

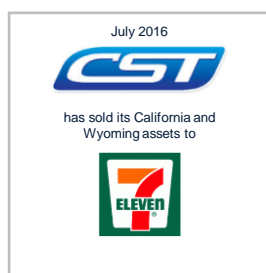
- Happy Floors was founded in 1987 and is headquartered in Miami, Florida
- Happy Floors is a leading importer and distributor of premium Italian and Spanish ceramic tile used in residential (75%) and commercial (25%) flooring applications
- With a focus on the higher-end ceramic tile segment, its longstanding supplier relationships and a “boots on the ground” sales force, the Company distributes its products across the United States to a diversified customer base of top-performing specialty stores

##### Investment Banking Role

- Raymond James served as the exclusive financial advisor to Happy Floors in this transaction
- Raymond James conducted a robust marketing process involving nearly 200 strategic and financial buyers
- 7 potential investors were invited to meet management and tour the facilities

##### Successful Outcome

- The transaction closed in July 2016, resulting in a positive outcome for all parties



##### Company Background

- CST Brands, Inc. (NYSE: CST), a Fortune 500 Company, is one of the largest independent retailers of motor fuels and convenience merchandise in North America. Based in San Antonio, Texas, CST employs over 14,000 Team Members at over 2,000 locations throughout the Southwestern United States, Georgia, Florida, New York and Eastern Canada offering a broad array of convenience merchandise, beverages, snacks and fresh food
- CST also owns 100% of the general partner of CrossAmerica Partners LP, a master limited partnership and wholesale distributor of fuels, based in Allentown, Pennsylvania

##### Investment Banking Role

- Raymond James conducted a comprehensive marketing process for the assets, contacting over 65 prospective buyers, including public and private strategic companies as well as members of the private equity community

##### Successful Outcome

- Among the pressures of finding a buyer who was equipped to close quickly and efficiently, Raymond James was able to drive a competitive process for the assets which achieved the Seller's valuation expectations
- Due to the expeditious closing, CST expects to realize a tax benefit via a 1031 like-kind exchange with its previous acquisition of Georgia-based Flash Foods convenience store chain

# SECTOR SPOTLIGHT:

## INDUSTRIALS INVESTMENT BANKING – CASE STUDIES (CONT'D)

### INDUSTRIALS GROUP RECENT CASE STUDIES



#### Company Background

- ADG is a renowned provider of complex high-pressure die-casting components, including machining and assembly, for the international automotive industry
- The Company delivers engine components, drive-line and chassis components as well as structural components to a world class customer base consisting of automotive OEMs such as Audi, BMW, Daimler, VW and Dacia as well as renowned international Tier-1 and Tier-2 automotive suppliers

#### Investment Banking Role

- Raymond James identified strong future business and growth potential, approached a targeted universe of buyers (in particular European and Asian strategic buyers) to promote competition and drive a premium valuation in a challenging market (automotive die-casting)
- The transaction team positioned ADG by highlighting the Company's future role as a platform acquisition for further growth, its excellent customer base, and its state-of-the-art manufacturing technologies

#### Successful Outcome

- The transaction team achieved an above-market valuation in a rather consolidated and low margin business environment in Europe by positioning a highly successful potential sales pipeline and using Raymond James' strong contact base in Asia to attract less obvious bidders



#### Company Background

- Boston Plastics is a leading China-based manufacturer of plastic injection molded components and provider of integrated plastic molding solutions primarily for the automotive, industrial, consumer and other markets
- Boston Plastics sells a majority of its products to world class Tier-1 automotive customers serving top OEM platforms. Apart from the automotive sector, Boston Plastics supplies a global base of multinational blue chip customers such as the German medical company Braun or Lutron Electronics

#### Investment Banking Role

- Raymond James performed extensive up-front due diligence, approached a targeted universe of buyers to promote competition and drive a premium valuation, while also highlighting the Company's attractive margin profile and proven track record of growth to support the projections
- Raymond James positioned the Company amidst a challenging economic environment in China by emphasizing the Company's key investment considerations for both strategic and financial investors

#### Successful Outcome

- On January 22, 2016, US Farathane Corporation, a Michigan-based plastic injection molder and portfolio holding of The Gores Group, acquired Boston Plastics (Shanghai) Co., Ltd. from Baird Capital Partners Asia
- The transaction team achieved a premium valuation through a custom-tailored, tightly run M&A process that included buyers from Asia, Europe and North America
























# SECTOR SPOTLIGHT:

## INDUSTRIALS INVESTMENT BANKING – RECENT TRANSACTIONS

### SELECT FINANCIAL ADVISORY TRANSACTIONS

 <p>a portfolio company of <b>Navigation</b> capital partners</p> <p>Has been recapitalized by </p>	 <p>Has been recapitalized by <b>HCI</b> EQUITY PARTNERS</p>	 <p>Has sold select assets to </p>	 <p>Has been acquired by </p>	 <p>Has sold its California and Wyoming assets to </p>	 <p>A portfolio company of  <p>Has been acquired by </p> </p>
<p>Thyssen'sche Handelsgesellschaft m.b.H.</p> <p>Has acquired </p>	<p><b>BOSTON PLASTICS</b></p> <p>A portfolio company of </p> <p>Has been acquired by  <b>THE GORES GROUP</b></p>	<p> and </p> <p>Have been acquired by  <p>a portfolio company of </p> </p>	<p> <p>CONSTRUCTION SUPPLIES a portfolio company of </p> <p>Has been acquired by <b>Frontenac</b></p> </p>	<p>The Midwestern U.S. Division of </p> <p>An affiliate of <b>SUN CAPITAL PARTNERS, INC.</b></p> <p>Has been acquired by </p>	<p><b>processbarron</b> total systems solutions</p> <p>Has sold a majority interest to </p>
<p></p> <p>Has been acquired by  and </p>	<p></p> <p>Has sold its OCTG production assets to <b>Centric Pipe, LLC</b> An affiliate of </p>	<p></p> <p>Cast Steel Products, Inc. &amp; CSP Innovative Engineering Ltd. Have been acquired by </p>	<p></p> <p>Has sold substantially all of its assets to  and Company management</p>	<p></p> <p>Has been acquired by <b>HIGHLANDER</b> partners, L.P.</p>	<p></p> <p>a portfolio company of </p> <p>Has been acquired by </p>
<p></p> <p>Has been recapitalized by </p> <p>a portfolio company of  and </p>	<p></p> <p>Has divested </p> <p>to  </p>	<p></p> <p>Has been acquired by </p> <p>A wholly-owned subsidiary of </p>	<p></p> <p>Has acquired </p>	<p> and </p> <p>Have been acquired by </p>	<p></p> <p>A portfolio company of <b>MERIT</b> CAPITAL PARTNERS</p> <p>and </p> <p>Has been acquired by </p>

### SELECT DEBT AND EQUITY OFFERING TRANSACTIONS

<p></p> <p>a portfolio company of </p> <p><b>\$47,150,000</b></p> <p>Follow-On Offering Bookrunning Manager</p>	<p></p> <p>a portfolio company of </p> <p><b>\$169,050,000</b></p> <p>Initial Public Offering Co-Manager</p>	<p></p> <p><b>\$275,327,250</b></p> <p>Follow-On Offering Book-Runner</p>	<p></p> <p><b>\$144,670,000</b></p> <p>Follow-On Offering Book-Runner</p>	<p></p> <p><b>\$1,000,000,000</b></p> <p>Senior Unsecured Notes Co-Manager</p>	<p></p> <p>a portfolio company of </p> <p><b>\$104,732,145</b></p> <p>Initial Public Offering Bookrunning Manager</p>
<p></p> <p><b>\$114,360,000</b></p> <p>Follow-On Offering Book-Runner</p>	<p></p> <p><b>\$160,000,000</b></p> <p>Senior Credit Facility Sole Placement Agent</p>	<p></p> <p>a portfolio company of   </p> <p><b>\$1,250,000,000</b></p> <p>Senior Secured Notes Co-Manager</p>	<p></p> <p>a portfolio company of   </p> <p><b>\$897,000,000</b></p> <p>Follow-On Offering Senior Co-Manager</p>	<p></p> <p><b>\$26,625,000</b></p> <p>Follow-On Offering Bookrunning Manager</p>	<p></p> <p>a portfolio company of   </p> <p><b>\$1,101,063,816</b></p> <p>Initial Public Offering Senior Co-Manager</p>



# FEATURED FINANCIAL SPONSOR RELATED TRANSACTIONS

<p>October 2016</p> <p><b>FIVE STAR</b> Food Service</p> <p>a portfolio company of</p> <p><b>Navigation</b> capital partners</p> <p>Has been recapitalized by</p> <p><b>PNC</b> RIVERARCH CAPITAL</p>	<p>September 2016</p> <p><b>DELANEY</b> Old World Quality New Age Design</p> <p>Has been recapitalized by</p> <p><b>HCI</b> EQUITY PARTNERS</p>	<p>September 2016</p> <p><b>WATKINS</b> Refrigerated</p> <p>Has been acquired by</p> <p><b>KJM</b> CAPITAL</p>	<p>September 2016</p> <p><b>OLDENBURG GROUP</b> INCORPORATED Heavy Equipment Group</p> <p>Has been acquired by</p> <p><b>J.F. Lehman &amp; Company</b></p>
<p>September 2016</p> <p><b>abr.</b></p> <p>Has completed a growth recapitalization with</p> <p><b>Great Point Partners, LLC</b></p>	<p>September 2016</p> <p><b>MARQUIS</b></p> <p>Has been acquired by</p> <p><b>F</b> FALFURRIAS CAPITAL</p>	<p>September 2016</p> <p><b>RED   VISION  </b></p> <p>A portfolio company of</p> <p><b>Edison</b> PARTNERS</p> <p>Has been acquired by</p> <p><b>First American</b></p>	<p>September 2016</p> <p><b>Sharis</b> CAFE-PIES</p> <p>A portfolio company of</p> <p><b>THE CARLYLE GROUP</b> <b>FALCON</b></p> <p><b>Sankaty</b> INVESTMENTS</p> <p>Has been acquired by</p> <p><b>Private Investment Group</b></p>
<p>August 2016</p> <p><b>Silver</b> AIRWAYS™</p> <p>Has been acquired by</p> <p><b>VERSA</b></p>	<p>August 2016</p> <p><b>EQT</b></p> <p>Has acquired a stake in</p> <p><b>transip</b></p>	<p>August 2016</p> <p><b>Matson</b> LOGISTICS</p> <p>Has acquired</p> <p><b>SPAN ALASKA</b> TRANSPORTATION LLC</p> <p>A portfolio company of</p> <p><b>EVERGREEN PACIFIC</b> PARTNERS</p>	<p>July 2016</p> <p><b>bluepoint</b> SOLUTIONS</p> <p>Has been acquired by</p> <p><b>BV</b> Battery Ventures</p>
<p>July 2016</p> <p><b>HF</b> HAPPY FLOORS</p> <p>Has been acquired by</p> <p><b>LINSALATA CAPITAL PARTNERS</b></p>	<p>July 2016</p> <p><b>simplicity™</b></p> <p>Has been acquired by</p> <p><b>H. I. G.</b> CAPITAL</p>	<p>July 2016</p> <p><b>ACAMS</b>™ Advancing Financial Crime Professionals Worldwide™</p> <p>A portfolio company of</p> <p><b>WARBURG PINCUS</b></p> <p>Has been acquired by</p> <p><b>DeVry</b> Education Group Becker Professional Education</p>	<p>June 2016</p> <p><b>CORA</b> Rehabilitation Clinics</p> <p>Has been recapitalized by</p> <p><b>GRYPHON</b> INVESTORS</p>
<p>June 2016</p> <p><b>SIGFIG</b></p> <p>Has received an equity investment from</p> <p><b>EatonVance</b> Investment Managers</p> <p><b>WELLS FARGO</b> <b>Santander</b> <b>UBS</b></p>	<p>June 2016</p> <p><b>FP</b> FRANCISCO PARTNERS</p> <p>Has completed a growth investment in</p> <p><b>CAPSILON</b></p>	<p>June 2016</p> <p><b>ELECTRIC GUARD DOG</b></p> <p>Has been acquired by</p> <p><b>SNOW PHIPPS</b></p>	<p>June 2016</p> <p><b>QGenda</b></p> <p>Has received an investment from</p> <p><b>FP</b> FRANCISCO PARTNERS</p>

## INVESTMENT BANKING

Jim Bunn | Senior Managing Director  
Head of Investment Banking

## INDUSTRY CONTACTS

### [Communication Services](#)

Charles Uhrig | Managing Director  
Head of Communication Services Group

### [Consumer](#)

Mark Goodman | Managing Director  
Head of Consumer Group

### [Energy](#)

Allen Lassiter | Managing Director  
Co-Head of Energy Group  
Michael Ames | Managing Director  
Co-Head of Energy Group

### [Financial Services](#)

Patrick DeLacey | Managing Director  
Co-Head of Financial Services Group  
John Roddy | Managing Director  
Co-Head of Financial Services Group

### [Health Care](#)

Riley Sweat | Managing Director  
Head of Health Care Group

### [Industrials](#)

Gary Downing | Managing Director  
Co-Head of Industrials Group  
Scott Garfinkel | Managing Director  
Co-Head of Industrials Group

### [Real Estate](#)

Brad Butcher | Managing Director  
Co-Head of Real Estate Group  
Jamie Graff | Managing Director  
Co-Head of Real Estate Group

### [Security, Defense & Government Services](#)

Alper Cetingok | Managing Director  
Co-Head of Security, Defense & Government Services Group  
John Hagan | Managing Director  
Co-Head of Security, Defense & Government Services Group

### [Technology & Services](#)

David Castagna | Managing Director  
Co-Head of Technology & Services Group  
Stefan Jansen | Managing Director  
Co-Head of Technology & Services Group  
Jon Steele | Managing Director  
Co-Head of Technology & Services Group  
Brendan Ryan | Managing Director  
Co-Head of Technology & Services Group

### [Transportation & Infrastructure](#)

Chip Grayson | Managing Director  
Co-Head of Transport & Infrastructure Group  
Tom Mullins | Managing Director  
Co-Head of Transport & Infrastructure Group

## SPECIALTY TRANSACTION GROUP CONTACTS

### [Debt Origination & Restructuring](#)

Raj Singh | Managing Director  
Head of Debt Origination & Restructuring Group

### [Mergers & Acquisitions](#)

Jeff Maxwell | Managing Director  
Head of Mergers & Acquisitions Group

### [Private Placements](#)

Anthony DeLuise | Managing Director  
Head of Private Placements Group

## UPCOMING CONFERENCES

**November 9-10, 2016**

**ACG Los Angeles Business Conference**

**November 14-16, 2016**

**ACG Florida Capital Connection**

**November 15-16, 2016**

**ACG Toronto Capital Connection**

**November 29, 2016**

**ACG New York Wine Tasting Gala**

## RECENT CONFERENCES

**August 10-12, 2016**

**Atlanta Northstar Heavy Hitters**

**September 7-8, 2016**

**ACG Charlotte Deal Crawl**

**September 13-14, 2016**

**ACG Great Lakes Capital Connection**

**September 27-28, 2016**

**ACG Philly Capital Connection**

**October 17-18, 2016**

**ACG Chicago Capital Connection**

**October 19-21, 2016**

**ACG EuroGrowth Conference**

**October 26-28, 2016**

**Northstar Investment Forum**

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[FinTech Monthly](#)

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