

## WHO WE ARE

Normandy Advisors is an acquisition search firm with over a decade of success identifying, screening, and engaging acquisition candidates for our clients. At Normandy we are defined by three words. **Process, Execution, and Results.**

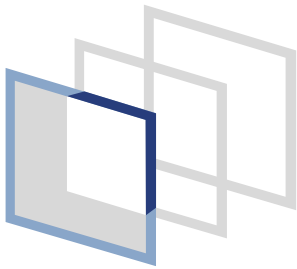
## CLIENTS & CRITERIA

- 100% focused on **buy-side** deal origination services
- Valued partner to private equity firms, portfolio companies, family offices, and strategic buyers
- Typical Prospect Size: Revenue \$5-\$100M and EBITDA \$1-\$10M+

## INDUSTRY EXPERTISE

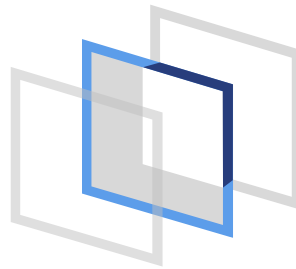
- Business Services
- Niche Manufacturing
- Specialty Distribution
- Building Products
- Transportation & Logistics
- Healthcare Services
- Industrial Services
- Software
- Information Technology
- Telecommunications

## THE NORMANDY WAY



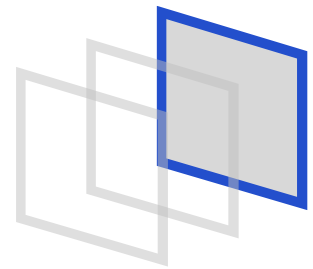
### PROVEN PROCESS

We have developed a systematic process that leverages proprietary software tools and a dedicated research team to identify all possible opportunities for our clients



### RIGOROUS EXECUTION

Unique backgrounds in M&A, executive search, and research equips us with the skill set needed to execute on our clients' acquisition strategy



### DEMONSTRATED RESULTS

Combining a sophisticated research process with years of experience as a trusted advisor allows us to drive results for our clients

## OUR UNIQUE EXPERIENCE

### EXECUTIVE SEARCH

- Ability to execute a high volume of calls each day
- Match requirements of a search with the best prospects
- Effectively interview and qualify prospects

### PRIVATE EQUITY BD

- Understanding of private equity landscape
- Ability to identify opportunities across industries
- System for prioritizing follow-ups and investing in relationships