

Power & Utility Services Report Q4

Table of Contents

I. Electrical Services

pg. 2

II. HVAC Services

pg. 11

Power & Utility Services

I. Electrical Services

ELECTRIC SERVICES INDUSTRY KEY TAKEAWAYS

□ Industry Outlook

- **Continued Growth:** Over the five years to 2026, greater private investment in computers and software is anticipated to stimulate revenue growth during the outlook period as companies realize the cost-efficiencies related to warehouse automation and other innovative technologies. Large operators will likely benefit from a variety of competitive advantages over the next five years, such as their greater capacity for investment in product-enhancing systems, including e-commerce systems, distribution networks and the ability to fulfill larger contracts.

□ External Drivers

- **Private Investment:** Electrical equipment is used both to manufacture and operate industrial equipment. Hence, heightened investment in industrial equipment is positively correlated with greater demand for electrical equipment products. Investment in industrial is largely driven by corporate profit levels, the anticipation of future demand and economic performance. In 2022, private investment in industrial equipment and machinery is expected to increase..
- **Value of utilities construction:** The value of utilities construction measures the annual public and private expenditure toward the construction of power, sewage, and water supply infrastructure. Most of these structures require significant use of electrical equipment products wholesaled by industry operators, so an increase in the value of utilities construction increases demand for industry products. While the value of utilities construction is expected to rise in 2022, benefitting industry operators.
- **Electric power consumption:** The level of electric power consumption measures the total amount of electricity consumed in the United States and positively correlates with industry revenue growth. Consumption is driven by several factors and is relatively inelastic to price changes, as individuals typically have inflexible power needs. As individuals earn more, they may purchase more electrically powered goods, which increases electricity consumption. Electric power consumption is expected to rise in 2022.

INDUSTRY AT A GLANCE

Key Statistics



\$177.2bn Revenue

- Annual Growth 2016 – 2021 1.3%
- Annual Growth 2021 – 2026 3.5%



\$8.3bn Profit

- Annual Growth 2016 – 2021 2.6%



5.0% Profit Margin

- Annual Growth 2016 – 2021 0.5pp



12.312 Businesses

- Annual Growth 2016 – 2021 -1.2%
- Annual Growth 2021 – 2026 0.5%



230k Employment

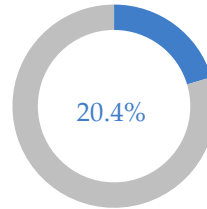
- Annual Growth 2021 – 2026 2.1%



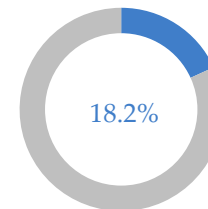
\$18.4bn Wages

- Annual Growth 2016 – 2021 1.9%
- Annual Growth 2021 – 2026 2.2%

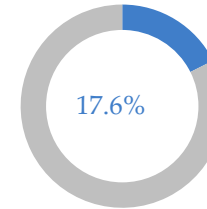
Segments



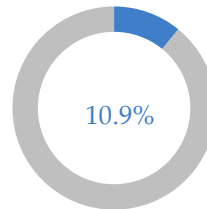
Wire, Cable, and Conduit



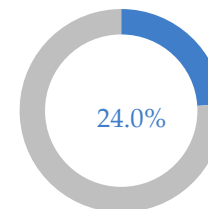
Lighting Products



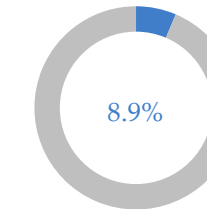
Electrical distribution



Automation and controls



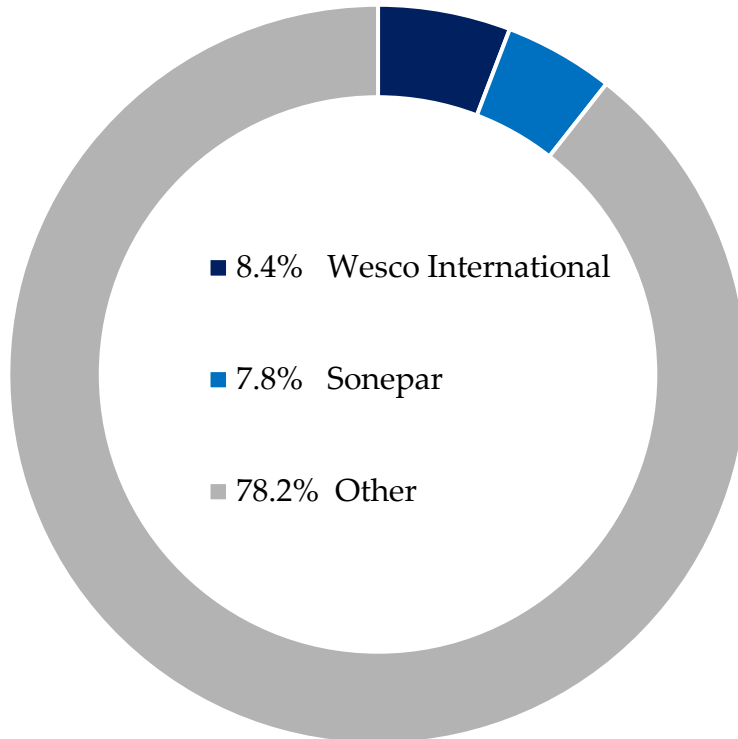
Communications and security



Other Services

INDUSTRY AT A GLANCE

Major Players



SWOT Analysis

S STRENGTHS

- Low Imports
- High Profit vs. Average
- Low Product/Service Concentration
- Low Capital Requirements

W WEAKNESSES

- Low & Steady Barriers to Entry
- Low & Steady Level of Assistance
- Low Profit vs. Sector Average
- High Product/Service Concentration

O OPPORTUNITIES

- High Revenue Growth (2021-2026)
- Investor Uncertainty

T THREATS

- Low Revenue Growth (2005-2021)
- Low Outlier Growth
- Low Performance Drivers
- Total Advertising Expenditure

LOWER MIDDLE MARKET TRENDS

- LMM firms operate in highly fragmented and very profitable industries, making them prime targets for acquisition and consolidation. LMM is defined as companies with annual revenues between \$1 million and \$100 million.
 - **Higher Valuations for LMM companies**
 - ◆ Competition in the lower middle market is intensifying, driving up valuations for middle-market acquisition targets, making the hurdle rate for a return on those investments much higher and harder to obtain. By targeting the LMM instead, investors can acquire businesses at better valuations and grow those businesses to achieve the required return for their portfolios.
 - **Applicability for LMM**
 - ◆ 7/10 businesses in the LMM are projected to change hand in the next 10 years.

- Greater private investment in computers and software and industrial equipment is expected to accelerate growth in the Electrical Equipment Wholesaling industry over the over the five years to 2026.

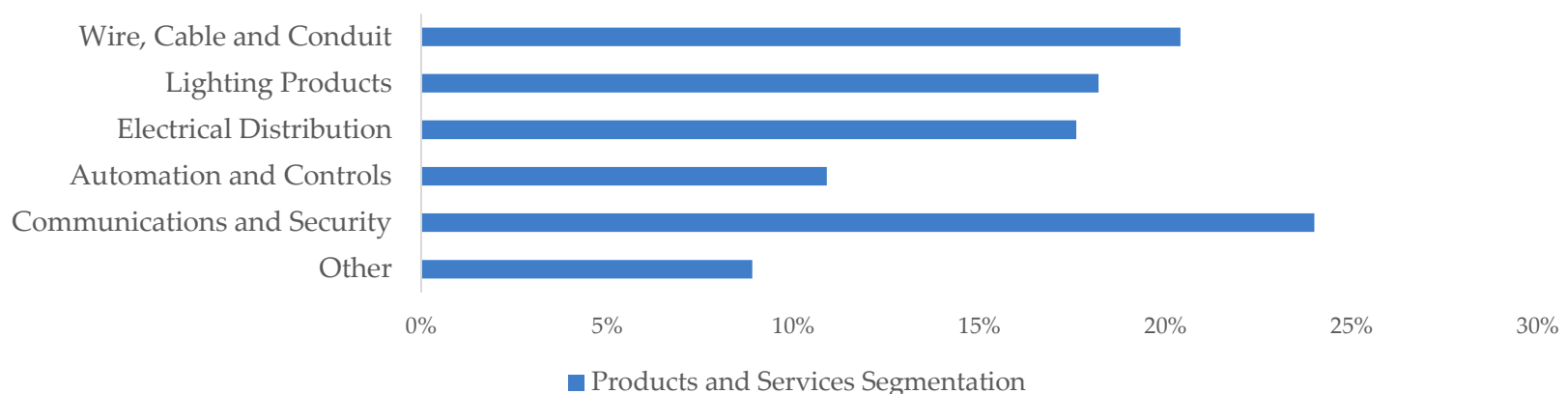
Performance Outlook Data

Year	Revenue (\$m)	IVA (\$m)	Establishments (Units)	Enterprises (Units)	Employment (Units)	Exports (\$m)	Imports (\$m)	Wages (\$m)	Domestic Demand (\$m)	Electric power consumption (Billion k hours)
2021	177,172	27,632	18,211	12,312	229,976	N/A	N/A	18,439	N/A	3,967
2022	181,644	28,289	18,296	12,345	234,616	N/A	N/A	18,830	N/A	4,021
2023	187,223	29,090	18,407	12,395	239,833	N/A	N/A	19,281	N/A	4,051
2024	192,150	29,810	18,539	12,466	244,806	N/A	N/A	19,702	N/A	4,079
2025	196,886	30,508	18,675	12,542	249,760	N/A	N/A	20,118	N/A	4,103
2026	201,573	31,198	18,835	12,636	254,602	N/A	N/A	20,526	N/A	4,129
2027	205,722	31,817	19,039	12,763	259,175	N/A	N/A	20,905	N/A	4,149

PRODUCTS AND SERVICE TRENDS

- **The construction market is expected to account for 48.9% of revenue for the Electrical Equipment Wholesaling industry in 2021.**
 - Over the five years to 2021, this segment's share of revenue has increased due to rising construction activity in nonresidential, residential and utility markets. Electrical equipment sales to the construction market primarily include sales to a wide variety of contractors, engineers and construction firms for use in industrial, commercial and infrastructure-related construction projects. Electrical contractors comprise a significant share of this market, requiring wires, cables, switches and protective devices, among more, for projects.
- **Other wholesalers are the second-largest market served by this industry, estimated to account for 26.6% of revenue in 2021.**
 - While this industry comprises several multinational players, it also includes thousands of small wholesalers with a regional or local presence. These wholesalers may find it more cost-efficient to source electrical equipment from other local wholesalers instead. In addition, ongoing supply chain disruptions have made it difficult for manufacturers to supply electrical equipment as needed, and, thus, many wholesalers have likely sought out equipment from other operators. Resultingly, this segment's share of revenue has increased over the five years to 2021.

Products and Services Segmentation



RATIO ANALYSIS

	2017	2018	2019	2020	3-Year	5-Year	10-Year
Liquidity Ratios							
Current Ratio	1.5	1.6	1.6	1.6	1.6	1.5	1.5
Quick Ratio	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Sales/Receivables	3.6	3.8	3.9	3.9	3.8	3.8	3.7
Days' Receivables	100.6	96.6	94.7	93.4	94.9	95.8	98.7
Days' Inventory	87.4	92.2	90.1	89.0	90.4	88.8	85.3
Inventory Turnover	4.2	4.0	4.1	4.1	4.0	4.1	4.3
Payables Turnover	3.1	3.7	3.7	3.8	3.7	3.5	3.4
Days' Payables	117.7	100.0	98.0	96.9	98.3	104.4	108.1
Sales/Working Capital	4.3	3.8	3.9	3.9	3.9	4.1	4.2
Coverage Ratios							
Interest Coverage	370.0	401.0	427.6	445.0	424.5	411.3	412.3
Debt Service Coverage Ratio	0.7	0.8	0.7	0.7	0.7	0.7	0.7
Leverage Ratios							
Fixed Assets/Net Worth	1.3	1.2	1.3	1.3	1.3	1.3	1.3
Debt/Net Worth	2.6	2.7	2.7	2.8	2.7	2.7	2.8
Tangible Net Worth	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Operating Ratios							
Return on Net Worth, %	20.4	20.1	20.1	19.8	20.0	20.7	20.6
Return on Assets, %	7.7	7.6	7.4	7.2	7.4	7.7	7.5
Sales/Total Assets	1.0	1.0	1.0	1.0	1.0	1.0	1.0
EBITDA/Revenue	10.7	10.3	10.1	9.8	10.1	10.5	10.3
EBIT/Revenue	7.5	7.3	7.2	6.9	7.1	7.4	7.2
Cash Flow & Debt Service Ratios (% of sales)							
Cash from Trading	52.3	56.7	52.3	52.3	53.8	53.2	52.6
Cash after Operations	39.3	35.2	39.3	39.3	37.9	38.5	38.8
Net Cash after Operations	37.6	31.0	37.6	37.6	35.4	36.3	37.2
Debt Service P&I Coverage	14.0	12.3	14.0	14.0	13.4	13.7	14.2
Interest Coverage (Operating Cash)	3.5	0.3	3.5	3.5	2.4	2.8	3.4

Source: IRS SOI Tax Stats; US Census Bureau; IBISWorld

MULTIPLES AND COMMON SIZED STATEMENT ANALYSIS

	2017	2018	2019	2020	3-Year	5-Year	10-Year
Industry Multiples							
EBIT/Revenue	7.5	7.3	7.2	6.9	7.1	7.4	7.2
EBITDA/Revenue	10.7	10.3	10.1	9.8	10.1	10.5	10.3
Leverage Ratio	9.1	9.4	9.6	9.9	9.6	9.2	9.4
Income Statement							
Total Revenue	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Business receipts	96.5	96.6	96.8	96.8	96.7	96.6	96.7
Cost of goods	67.3	67.2	67.2	66.9	67.1	67.2	69.1
Gross Profit	32.7	32.8	32.8	33.1	32.9	32.8	30.9
Expenses							
Salaries and wages	7.8	7.8	7.9	8.0	7.9	7.7	7.2
Advertising	0.9	1.1	1.0	1.0	1.0	1.0	0.9
Depreciation	2.3	2.0	1.9	1.8	1.9	2.0	2.0
Depletion	0.3	0.1	0.1	0.1	0.1	0.2	0.2
Amortization	0.6	0.9	0.9	0.9	0.9	0.8	0.8
Rent paid	1.3	1.5	1.5	1.5	1.5	1.4	1.2
Repairs	0.6	0.5	0.6	0.7	0.6	0.6	0.6
Bad debts	0.1	0.3	0.3	0.3	0.3	0.2	0.2
Employee benefit programs	1.5	1.5	1.5	1.5	1.5	1.5	1.4
Compensation of officers	1.6	1.9	2.0	2.2	2.0	1.8	1.6
Taxes Paid	1.9	2.0	1.9	1.8	1.9	1.9	1.7
Interest Income	0.1	0.6	0.6	0.6	0.6	0.4	0.2
Source: IRS SOI Tax Stats; US Census Bureau; IBISWorld							

RECENT PRIVATE TRANSACTIONS

Recent Private Transactions			
Deal Date	Target	Acquirer	Deal Synopsis
June 30, 2021	Air Conditioning Utilities	Charles D. Jones	The company was acquired by Charles D. Jones for an undisclosed amount on June 30, 2021. The acquisition enables Charles D. Jones to expand its operations by adding 21 more branches in Missouri, Kansas, Colorado, and Nebraska.
June 23, 2021	Refrigeration Sales	Rotunda Capital Partners	The company was acquired by Rotunda Capital Partners through an LBO on June 23, 2021 for an undisclosed sum. In support of the transaction, Kayne Anderson Capital Advisors and Kayne Anderson BDC provided a senior debt, a \$7 million first lien senior secured loan and \$100,000 unfunded commitments to the company.
June 14, 2021	Elektrik	Album VC	The company raised \$1 million of seed funding in a deal led by Album VC on June 14, 2021. Scott Paul also participated in the round.
November 17, 2020	Old Dominion Supply	Ferguson	The company was acquired by Ferguson (UK) (LON: FERG) for an undisclosed amount on November 17, 2020. The acquisition provides Ferguson (UK) with greater vendor and product synergies in the Washington D.C. metro area, Maryland and Northern Virginia.
September 8, 2020	Elektrik	Techstars	The company joined Techstars as a part of its Alabama EnergyTech Accelerator class of 2020 on September 8, 2020 and received \$20,000 in funding putting the pre-money valuation at \$313,330.

Power & Utility Services

II. HVAC Services

HVAC SERVICES INDUSTRY KEY TAKEAWAYS

□ External Drivers

- **Housing Starts:** The construction of new residential buildings drives the market for wholesale heating and air conditioning equipment. Housing starts climbed steadily over the five years to 2021 as lending conditions and the overall economy strengthened, bolstering demand for the Heating and Air Conditioning Wholesaling industry. Housing starts are expected to increase in 2022, representing a potential opportunity for the industry.
- **Value of private nonresidential construction:** Increased nonresidential construction (i.e. commercial, industrial and municipal building) activity bodes well for climate-control wholesalers, as most new buildings require air conditioning, heating and other products distributed by this industry. The value of private nonresidential construction is expected to decrease in 2022, posing a potential threat to the industry.
- **Demand from heating and air-conditioning contractors:** Heating and air conditioning contractors demand goods from wholesalers to perform new installations, additions, alterations, maintenance and repairs in residential and nonresidential markets. Demand from heating and air conditioning contractors is expected to increase in 2022.
- **Private spending on home improvements:** Home improvement spending on heating and air conditioning equipment is often financed with credit and is driven by growth in disposable income, which enables consumers to spend more on home renovations. Private spending on home improvements is expected to increase in 2022.
- **Prime rate:** New or replacement heating and air conditioning equipment is often financed through credit. Low interest rates make credit more accessible to consumers, thereby increasing demand for heating and air conditioning equipment. The prime rate is expected to decrease slightly in 2022.

INDUSTRY AT A GLANCE

Key Statistics



\$63.4bn Revenue

- Annual Growth 2016 – 2021 4.8%
- Annual Growth 2021 – 2026 0.9%



\$2.7bn Profit

- Annual Growth 2016 – 2021 9.3%



4.2% Profit Margin

- Annual Growth 2016 – 2021 0.8pp



2,289 Businesses

- Annual Growth 2016 – 2021 3.4%
- Annual Growth 2021 – 2026 2.0%



80k Employment

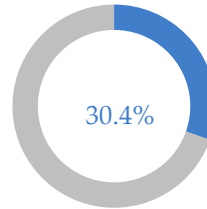
- Annual Growth 2021 – 2026 1.7%



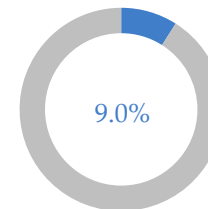
\$6.3bn Wages

- Annual Growth 2016 – 2021 6.4%
- Annual Growth 2021 – 2026 1.5%

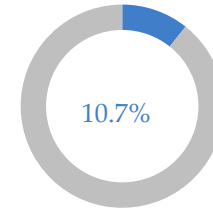
Segments



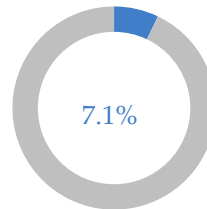
Central AC



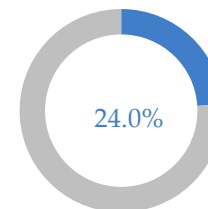
Forced-air heating systems



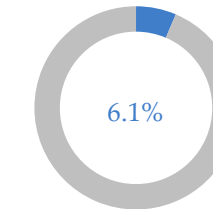
Registers, grills, duct insulation



Condensing Units for air conditioners



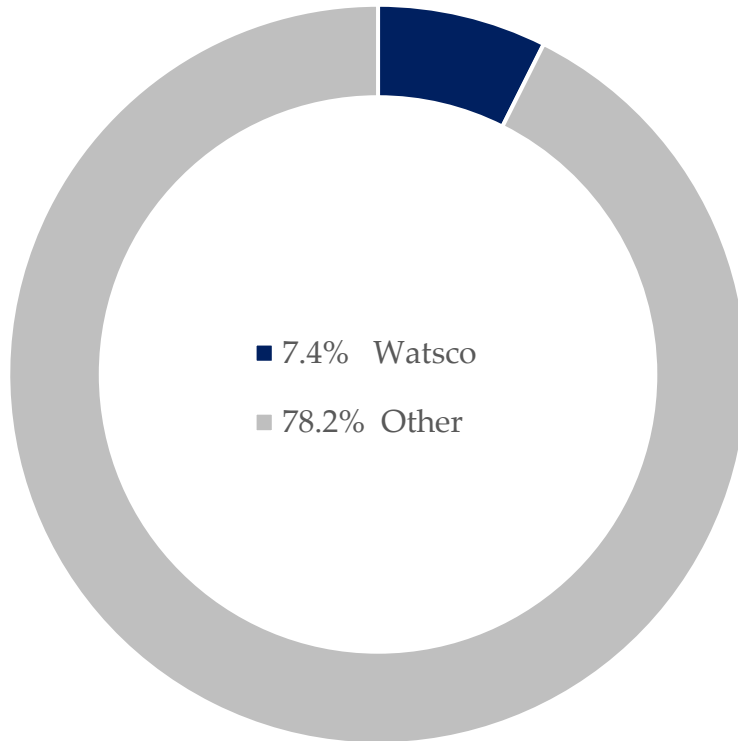
Heat pumps



Compressors for air conditioners

INDUSTRY AT A GLANCE

Major Players



SWOT Analysis

S

STRENGTHS

- Low Imports
- High Profit vs. Average
- Low Product/Service Concentration
- Low Capital Requirements

W

WEAKNESSES

- Low & Steady Barriers to Entry
- High Competition
- Low Revenue per Employee

O

OPPORTUNITIES

- High Revenue Growth (2021-2026)
- Prime Rate

T

THREATS

- Low Revenue Growth (2005-2021)
- Low Outlier Growth
- Low Revenue Growth (2021-2026)
- Low Performance Drivers
- Housing starts

LOWER MIDDLE MARKET TRENDS

- ❑ LMM firms operate in highly fragmented and very profitable industries, making them prime targets for acquisition and consolidation. LMM is defined as companies with annual revenues between \$1 million and \$100 million.
 - **Higher Valuations for LMM companies**
 - ◆ Competition in the lower middle market is intensifying, driving up valuations for middle-market acquisition targets, making the hurdle rate for a return on those investments much higher and harder to obtain. By targeting the LMM instead, investors can acquire businesses at better valuations and grow those businesses to achieve the required return for their portfolios.
 - **Applicability for LMM**
 - ◆ 7/10 businesses in the LMM are projected to change hand in the next 10 years.

- ❑ Over the five years to 2026, the Heating and Air Conditioning Wholesaling industry is projected to experience steady growth due to projected growth in housing starts, nonresidential construction and home improvement spending.

Performance Outlook Data

Year	Revenue (\$m)	IVA (\$m)	Establishments (Units)	Enterprises (Units)	Employment (Units)	Exports (\$m)	Imports (\$m)	Wages (\$m)	Domestic Demand (\$m)	Housing (Thousands)
2021	63,359	9,274	6,719	2,289	79,673	N/A	N/A	6,333	N/A	1,159
2022	62,913	9,249	6,818	2,324	80,285	N/A	N/A	6,363	N/A	1,223
2023	63,931	9,416	6,990	2,382	82,174	N/A	N/A	6,503	N/A	1,273
2024	64,895	9,581	7,177	2,446	84,157	N/A	N/A	6,649	N/A	1,279
2025	65,609	9,702	7,267	2,477	85,377	N/A	N/A	6,740	N/A	1,298
2026	66,235	9,815	7,399	2,523	86,597	N/A	N/A	6,830	N/A	1,322
2027	67,171	9,960	7,536	2,571	88,012	N/A	N/A	6,939	N/A	N/A

PRODUCTS AND SERVICE TRENDS

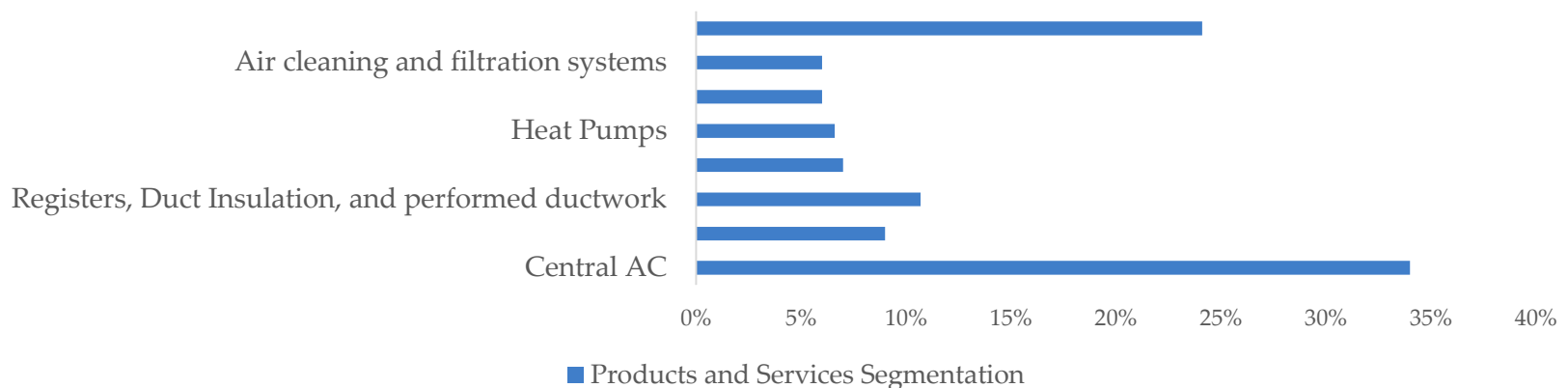
❑ Central AC units are the largest product segment in the industry

- Accounting for an expected 30.4% of industry sales in 2022. Increased construction activity for commercial structures, multifamily homes and single-unit houses are expected to increase over the five years to 2026. Since many of these new buildings require new AC systems, this product segment's share of revenue is expected to remain substantial over the five years to 2026.

❑ Other components include dust-collection equipment, humidifiers and dehumidifiers, which account for a minority of wholesalers' revenue. This segment has remained a relatively stable portion of revenue due to steady demand from industrial and food-service companies.

❑ A percentage of annual fuel-utilization efficiency (AFUE) is used to measure a forced-air furnace's energy efficiency. More efficient furnaces have higher percentages. The Department of Energy's minimum AFUE rating is 78.0%, but most new systems installed today are rated at about 90.0%. Older systems typically have a lower AFUE, while newer systems are manufactured with energy-saving features such as electronic pilot-light ignitions, sealed combustion units, vent dampers and two heat exchangers, thus making them more efficient. Forced-air furnaces account for an expected 9.0% of revenue in 2022. As residential and commercial construction continues to expand, demand from this segment is expected to grow in tandem over the next five years.

Products and Services Segmentation



MULTIPLE AND COMMON SIZED STATEMENT ANALYSIS

	2017	2018	2019	2020	3-Year	5-Year	10-Year
Industry Multiples							
EBIT/Revenue	6.7	6.3	6.0	5.6	6.0	6.1	5.9
EBITDA/Revenue	10.1	9.1	8.4	7.9	8.5	8.9	8.8
Leverage Ratio	9.5	10.6	11.4	12.1	11.3	10.8	10.9
Income Statement							
Total Revenue	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Business receipts	97.2	97.5	97.6	97.7	97.6	97.5	97.5
Cost of goods	67.0	68.1	68.7	69.1	68.6	68.2	68.4
Gross Profit	33.0	31.9	31.3	30.9	31.4	31.8	31.6
Expenses							
Salaries and wages	8.6	8.3	8.3	8.3	8.3	8.4	8.4
Advertising	1.0	0.9	0.9	0.8	0.9	0.9	0.9
Depreciation	1.7	1.5	1.4	1.3	1.4	1.5	1.5
Depletion	0.2	0.1	0.0	0.0	0.0	0.1	0.1
Amortization	1.5	1.2	1.1	1.0	1.1	1.2	1.3
Rent paid	1.4	1.5	1.5	1.6	1.5	1.5	1.4
Repairs	0.7	0.6	0.6	0.6	0.6	0.7	0.7
Bad debts	0.1	0.4	0.4	0.3	0.4	0.3	0.2
Employee benefit programs	1.7	1.3	1.3	1.3	1.3	1.5	1.6
Compensation of officers	1.9	2.0	2.0	2.0	2.0	2.0	1.9
Source: IRS SOI Tax Stats; US Census Bureau; IBISWorld							

RATIO ANALYSIS

	2017	2018	2019	2020	3-Year	5-Year	10-Year
Liquidity Ratios							
Current Ratio	2.2	1.8	1.8	1.7	1.8	1.9	2.1
Quick Ratio	1.2	1	1	1	1	1.1	1.2
Sales/Receivables	3.9	4.4	4.5	4.5	4.5	4.2	4.1
Days' Receivables	93.2	83.2	81.8	80.8	81.9	86.2	90.1
Days' Inventory	167.3	162.2	158.7	154.2	158.4	160.7	163.1
Inventory Turnover	2.2	2.2	2.3	2.4	2.3	2.3	2.2
Payables Turnover	3.6	3.3	3.3	3.4	3.3	3.5	3.8
Days' Payables	100.1	111.7	109.7	107.4	109.6	104.8	97.8
Sales/Working Capital	2.5	3	3.1	3.1	3.1	2.8	2.6
Coverage Ratios							
Interest Coverage							
Debt Service Coverage Ratio	488.7	476.9	500.4	514.8	497.4	491.9	465.8
	0.5	0.5	0.5	0.8	0.6	0.6	0.6
Leverage Ratios							
Fixed Assets/Net Worth	1.5	1.6	1.6	1.6	1.6	1.5	1.4
Debt/Net Worth	2.7	2.8	2.9	2.9	2.9	2.8	2.7
Tangible Net Worth	0.4	0.4	0.3	0.3	0.3	0.4	0.4
Operating Ratios							
Return on Net Worth, %	19.1	18.6	17.9	17	17.8	17.8	16.3
Return on Assets, %	7	6.6	6.2	5.8	6.2	6.4	6.1
Sales/Total Assets	1	1	1	1	1	1	1
EBITDA/Revenue	10.1	9.1	8.4	7.9	8.5	8.9	8.8
EBIT/Revenue	6.7	6.3	6	5.6	6	6.1	5.9
Cash Flow & Debt Service Ratios (% of sales)							
Cash from Trading	33.2	33.2	33.2	33.2	33.2	33.2	33.3
Cash after Operations	24.7	24.7	24.7	24.7	24.7	24.7	24.8
Net Cash after Operations	24.6	24.6	24.6	24.6	24.6	24.6	24.7
Debt Service P&I Coverage	9.4	9.4	9.4	9.4	9.4	9.4	9.6
Interest Coverage (Operating Cash)	0.7	0.7	0.7	0.7	0.7	0.7	0.7

Source: IRS SOI Tax Stats; US Census Bureau; IBISWorld

RECENT PRIVATE TRANSACTIONS

Recent Private Transactions			
Deal Date	Target	Acquirer	Deal Synopsis
January 24, 2022	Stritt & Priebe	F.W. Webb	The company was acquired by F.W. Webb for an undisclosed amount on January 24, 2022. The acquisition bolsters F.W. Webb's wholesale supply reach in the Upstate New York region and enables it to provide specialty industrial valve service to customers across its entire footprint.
January 4, 2022	Progress Supply	Gustave A. Larson Company	The company was acquired by Gustave A. Larson Company for an undisclosed amount on January 4, 2022. The acquisition increases Gustave A. Larson's presence in Ohio and Kentucky to support more contractors in these areas with its existing inventory and customer service.
December 31, 2021	Munch's Supply	Ares Management	The company was acquired by Marcone Appliance Parts, via its financial sponsors Ares Management and Genstar Capital, through an LBO on December 31, 2021 for an undisclosed amount. The acquisition will enable Marcone Appliance Parts to broaden its offerings in the heating, ventilation and air conditioning (HVAC) and plumbing markets.
December 21, 2021	Specialty Products and Insulation	Incline Equity Partners	The company was acquired by Incline Equity Partners through an LBO on December 21, 2021 for an undisclosed amount. Churchill Asset Management provided debt financing in the form of a loan to support the transaction.
December 17, 2021	Interstate HVAC Controls	Building Controls & Solutions	The company was acquired by Building Controls & Solutions, via its financial sponsor LKCM Headwater Investments, through an LBO on December 17, 2021 for an undisclosed amount.
December 2, 2021	Thermal Supply	Daikin North America	The company was acquired by Daikin North America, a subsidiary of Daikin Industries (TYO: 6367), for an undisclosed amount on December 2, 2021. The acquisition will help Daikin to become leader in indoor air comfort solutions in North America.
November 2, 2021	United Supply Co.	Rheem	The company was acquired by Rheem for an undisclosed amount on November 2, 2021.

DAVIDSON CAPITAL ADVISORS PROFESSIONALS

Robert S. Cashion **Managing Director, Investment Banking and Advisory Services**

Prior to joining Davidson Capital Advisors, Mr. Cashion spent over 20 years in the financial services industry. He manages the firm's overall corporate finance and consulting practice where he oversees and executes the firm's investment banking, advisory and capital raising engagements.

Mr. Cashion worked with several financial institutions and consulting firms delivering investment banking, leveraged finance, consulting and restructuring services. He worked with Bank of America Merrill Lynch and its predecessor firms in the High Grade Capital Markets, Corporate Finance and the Special Situations group.

Mr. Cashion has been involved in industry sectors including general industrial, distribution, business services, retail, technology and healthcare. Mr. Cashion holds B.A. Education, B.S. Accounting, and an MBA from the University of North Carolina. He is a Certified Public Accountant and holds FINRA 7, 63 and 79 securities licenses.



980-237-9474 | Direct
robert.cashion@davcapadvisors.com



DAVIDSON CAPITAL ADVISORS PROFESSIONALS

Elizabeth Folger **Managing Director, Institutional Client Coverage**

Prior to joining Davidson Capital Advisors, Ms. Folger spent 16 years in the financial services industry in a variety of functions, most recently with Bank of America Merrill Lynch and its predecessor firms. She manages the sales and auction processes for the firm's sell side M&A and capital raising engagements. Her deep experience in the sales and trading has resulted in excellent execution for our client's projects.

She worked in the Loan Syndication Sales Group, headquartered in Charlotte, with her primary responsibilities for sales and distribution of syndicated loans for middle market and large corporate credits. Also, Ms. Folger worked on the Corporate Bond Trading desk where she managed and traded risk positions of \$50-\$100 million of intermediate term bank and finance paper.

Ms. Folger has been involved in a variety of sectors including general industrial, distribution, business services, retail, technology and healthcare. She holds a Bachelor of Arts from Hollins University.



980-237-9474 | Direct
beth.folger@davcapadvisors.com

DAVIDSON CAPITAL ADVISORS ANALYST TEAM

Maxwell Purdy **Corporate Finance Coverage**

Prior to joining Davidson Capital Advisors in 2021, Mr. Purdy interned with Graycliff Partners, a private equity located in New York, NY. He graduated from University of North Carolina Chapel Hill in 2021 with a BS in Political Science and a minor in Economics and Entrepreneurship.

Maxwell assists in leading the firm's corporate finance client coverage as well as private equity coverage.

Samuel Fernandez **Analyst, Investment Banking**

Prior to joining Davidson Capital Advisors, Mr. Fernandez served as a board member for Radio Nueva Vida, a radio network operating in the south. He graduated from the University of North Carolina with a BS in Finance.

Kyle Burnett **Analyst, Investment Banking**

Prior to joining Davidson Capital Advisors, Mr. Burnett interned with UBS Financial Services, Inc., as a member of their private wealth management division in Chicago, IL. He graduated from Northwestern University in 2021 with a BA in Economics and Political Science.