

BUSINESS SERVICES COMPANIES

INVESTMENT BANKING ADVISORY



Sector Focus

- Facilities Services
 - HVAC
 - Electrical
 - Plumbing
 - Refrigeration
 - Building Maintenance
 - Safety & Security
 - Elevator Maintenance
- Professional Services
 - Business Process
 - Education & Training
 - Software as a Service
 - Consulting
 - Engineering
- Distribution/Transportation
 - Aviation
 - Automotive & Trucking
 - Logistics
- Outsourced Manufacturing
 - Packaging
 - Tooling
 - Metal Fabrication

Balmoral Advisors' Business Services Investment Banking team advises clients on selling a company, growing through acquisition, and raising growth capital. We focus on working with middle market B2B companies in a variety of sectors that typically provide a product or service to other businesses.

Although each sector has its unique features, these companies often share strategic similarities including managing a service-focused cost structure, acquiring and retaining a diverse set of customers, and building relationships by providing differentiated products and services. Our understanding of these unique and common characteristics allows us to customize a transaction, leading to an outstanding result.

Balmoral's Business Services expertise results not just from transactional experience but also from personal relationships with a broad range of financial and strategic investors, key industry players, and sector-specific trade organizations. Our knowledge centers around all Business Service sectors and the market characteristics for each.

Our transaction outcomes are driven by maximizing economic value for our clients through an efficient process. Equally important, however, is maintaining corporate culture, leaving a positive legacy, and supporting communities that play a role in the company's success.

Balmoral's Business Services team provides the industry-focused transaction execution you'd expect from a large firm with creativity and personal service you enjoy with us.

Contact a Balmoral specialist today.



Balmoral Advisors Business Services Specialists

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REPRESENTATIVE BUSINESS SERVICE TRANSACTIONS



Agented
\$3,500,000
Growth Capital



Has been acquired
by



Acted as Arranger of this transaction



Was sold to



A Portfolio Company of



Acted as Financial Advisor to Entek Corporation



MILLER MECHANICAL INC.

COMMERCIAL & INDUSTRIAL
HEATING • A/C • REFRIGERATION

Has been acquired by an



innovate. create. illuminate.

Agented
\$4,000,000
Capital Raise



Was sold to



A Portfolio Company of



Acted as Financial Advisor to Service Mechanical