

# AUTOMOTIVE AFTERMARKET TEAM ONE OF THE MOST EXPERIENCED AUTOMOTIVE AFTERMARKET M&A ADVISORS IN THE COUNTRY.

FOCUS Investment Banking is one of the most active M&A advisors in the U.S. automotive aftermarket. We've helped dozens of companies in car washes, dealerships, collision repair, oil & lube, parts & accessories, paint jobbers, tire & service, and automotive distribution achieve their strategic objectives, whether it's buying, selling, or raising capital.

## **AUTOMOTIVE DEALERS - WHY NOW?**

- Aging dealer population needs an exit strategy
- 2024 is expected to be another strong year for Mergers & Acquisitions
- Profit levels remain significantly above pre-pandemic levels, although slightly below 2022
- The industry is consolidating into large branded groups to achieve greater efficiencies
- Many dealers continue to seek profitable, add on acquisitions, particularly in certain geographic regions like Texas and Florida



### SAMPLE DEALERSHIP CLIENTS

### **PREVIOUS CLIENTS**



Nancy Rolland is the former Director of Corporate Development for AutoNation, adding 27 franchises and over \$800 million in revenue.



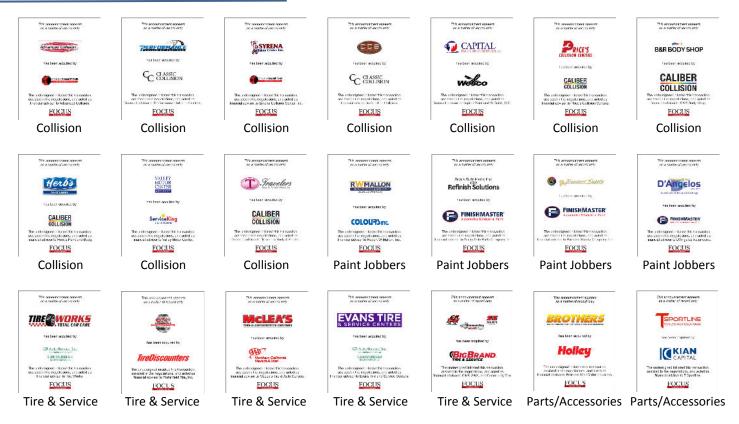
#### Nancy Rolland

Managing Director Dealership Team Leader nancy.rolland@focusbankers.com 954-610-3410





### SAMPLE TRANSACTIONS



AUTOMOTIVE AFTERMARKET TEAM



NANCY ROLLAND Managing Director nancy.rolland@focusbankers.com



CHANDLER KOHN Principal chandler.kohn@focusbankers.com



MICHAEL MCGREGOR Managing Director michael.mcgregor@focusbankers.com



MIKE LEVASSEUR Senior Advisor mike.levasseur@focusbankers.com



GIORGIO ANDONIAN Managing Director giorgio.andonian@focusbankers.com



RICK THOMAS CEO & Managing Director rick.thomas@focusbankers.com



COLE STRANDBERG Principal cole.strandberg@focusbankers.com



CYRIL SCHLUP Principal cyril.schlup@focusbankers.com



/www.focusbankers.com | Atlanta | Los Angeles Metro | Washington, DC Metro Copyright © 2024 FOCUS Investment Banking, All rights reserved.