



# 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

This announcement appears as a matter of record only

**GUARANTY**  
LOCALLY OWNED CHEVROLET

has been acquired by

**CFO Auto Group, Inc.**

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Guaranty Chevrolet.

**FOCUS**  
Investment Banking

This announcement appears as a matter of record only

**GUARANTY**  
RV SUPER CENTERS

has been acquired by

**BISH'S**  
RV SUPER CENTERS

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Guaranty RV Super Centers.

**FOCUS**  
Investment Banking

### PREVIOUS CLIENTS

#### Valley Motors Auto Group



MD



Of Spokane, WA

#### The Premier Collection



NY



Jeep

GA, AL & TN

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

<p>The announcement appears as a sample of activity only.</p> <p>Has been acquired by:</p> <p>The entrepreneur is now the majority owner of the business, as defined in the applicable state law, and is not a member of the business as defined in the applicable state law.</p> <p><b>FOCUS</b></p> <p><b>Collision</b></p>	<p>The announcement appears as a sample of activity only.</p> <p>Has been acquired by:</p> <p>The entrepreneur is now the majority owner of the business, as defined in the applicable state law, and is not a member of the business as defined in the applicable state law.</p> <p><b>FOCUS</b></p> <p><b>Collision</b></p>	<p>The announcement appears as a sample of activity only.</p> <p>Has been acquired by:</p> <p>The entrepreneur is now the majority owner of the business, as defined in the applicable state law, and is not a member of the business as defined in the applicable state law.</p> <p><b>FOCUS</b></p> <p><b>Collision</b></p>	<p>The announcement appears as a sample of activity only.</p> <p>Has been acquired by:</p> <p>The entrepreneur is now the majority owner of the business, as defined in the applicable state law, and is not a member of the business as defined in the applicable state law.</p> <p><b>FOCUS</b></p> <p><b>Collision</b></p>	<p>The announcement appears as a sample of activity only.</p> <p>Has been acquired by:</p> <p>The entrepreneur is now the majority owner of the business, as defined in the applicable state law, and is not a member of the business as defined in the applicable state law.</p> <p><b>FOCUS</b></p> <p><b>Collision</b></p>	<p>The announcement appears as a sample of activity only.</p> <p>Has been acquired by:</p> <p>The entrepreneur is now the majority owner of the business, as defined in the applicable state law, and is not a member of the business as defined in the applicable state law.</p> <p><b>FOCUS</b></p> <p><b>Collision</b></p>	<p>The announcement appears as a sample of activity only.</p> <p>Has been acquired by:</p> <p>The entrepreneur is now the majority owner of the business, as defined in the applicable state law, and is not a member of the business as defined in the applicable state law.</p> <p><b>FOCUS</b></p> <p><b>Collision</b></p>
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## AUTOMOTIVE AFTERMARKET TEAM



**NANCY ROLLAND**  
Managing Director

nancy.rolland@focusbankers.com



**MICHAEL MCGREGOR**  
Managing Director

michael.mcgregor@focusbankers.com



**GIORGIO ANDONIAN**  
Managing Director

giorgio.andonian@focusbankers.com



**COLE STRANDBERG**  
Principal

cole.strandberg@focusbankers.com



**CHANDLER KOHN**  
Principal

chandler.kohn@focusbankers.com



**MIKE LEVASSEUR**  
Senior Advisor

mike.levasseur@focusbankers.com



**RICK THOMAS**  
CEO & Managing Director

rick.thomas@focusbankers.com



**CYRIL SCHLUP**  
Principal

cyril.schlup@focusbankers.com