



MAZZONE & ASSOCIATES
INTEGRITY | EXECUTION

Mazzone & Associates advised Equarius Waterworks in the sale of its business to Ferguson Enterprises

Mazzone & Associates is pleased to announce that it served as the exclusive financial advisor to Equarius Waterworks in the sale of its business to Ferguson Enterprises. Equarius was founded by Eric Tracy, its President, in 2011 and is the exclusive distributor of Neptune Technology Group water meters in the state of California. Mr. Tracy expressed his enthusiasm by commenting, "I am very proud of our hard working team and we are excited to join Ferguson Enterprises, an organization that shares our commitment to serving customers with quality solutions. I am grateful to Mazzone & Associates for their execution and expertise in guiding this process to such a successful outcome."



About Equarius Waterworks:

Equarius helps California communities successfully manage their water resources for a more sustainable future. The company has been the exclusive distributor of Neptune Technology Group products in California since its founding in 2011. Equarius provides water meters, AMR/AMI radios and advanced software systems to accurately monitor water usage and provide useful data for maximum efficiency, conservation, and revenue generation for the water utility market.

About Ferguson Enterprises:

Ferguson (www.ferguson.com) is the largest wholesale distributor of residential and commercial plumbing supplies and pipe, valves and fittings in the U.S. The company is also a major distributor of HVAC/R equipment, waterworks and industrial products and services. Founded in 1953 and headquartered in Newport News, Va., Ferguson has sales of \$11.6 billion and approximately 20,000 associates in almost 1,400 locations. Ferguson and its subsidiaries serve customers in all 50 states, Puerto Rico, Mexico and the Caribbean. Ferguson is part of Wolseley plc (www.wolseley.com), which is listed on the London Stock Exchange (LSE: WOS) and on the FTSE 100 index of listed companies.

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FIRM OVERVIEW

Mazzone & Associates, Inc. is a mergers and acquisitions advisory firm serving the middle market. We provide comprehensive transactional services for middle market companies, private equity groups and individuals buying and selling companies, raising capital and structuring debt. Mazzone & Associates has experience working on more than 300 transactions valued in excess of \$50 billion across a broad range of industries. We are relationship focused and appreciate that assignments are "life events" for many of our clients. Mazzone & Associates' goal is to achieve the maximum results and value for its clients and their shareholders by executing transactions with the integrity, premium service and confidence they want, require and deserve.

INDUSTRIALS EXPERT

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FOCUS INDUSTRIES

- Building Products & Services
- Business Services
- Consumer Markets
- Energy & Natural Resources
- Financial Services & Insurance
- Healthcare
- Industrial Markets
- Media & Marketing Services
- Real Estate & Real Estate Services
- Technology & Communications

TARGET ENGAGEMENTS

- Sell side engagements for companies with at least \$3 million in EBITDA and an anticipated Enterprise Value between \$25 and \$250 million;
- Financing transactions to recapitalize or restructure debt and provide mezzanine and equity capital;
- Buy-side directives for large privately-held businesses and small or foreign publicly-held companies.

THE M&A ADVANTAGE

- Over 50 years of combined corporate finance experience
- Investment banking and operational backgrounds
- Reputation for driving efficient and effective process
- Strong corporate backgrounds that appeal to strategic buyers

Mazzone & Associates, Inc. is a member of the Securities Investor Protection Corporation ("SIPC"). You may obtain information about SIPC, including the SIPC Brochure, by calling the SIPC Membership Department at (202) 371-8300 or visiting them on the Web at www.sipc.org.