

BIOGRAPHY



Jeff Giles, Vice President, Corporate Development Core & Main

Jeff Giles is vice president of corporate development for Core & Main, a leading distributor of waterworks and fire protection infrastructure products in the U.S. As a member of the executive team, Giles leads the company's strategy and inorganic growth initiatives, overseeing the mergers and acquisitions function, including pipeline development, strategic evaluation, deal structure, valuation, due diligence and negotiation. Working in close partnership with the board of directors, regional leadership and functional teams, Giles strives to expand Core & Main's services across both new and existing markets.



Giles has led or participated in more than 45 transactions totaling over \$1.6 billion. Prior to joining Core & Main, he served as director of corporate development for Barry-Wehmiller Group, a St. Louis-based global supplier specializing in capital equipment manufacturing, where he was instrumental in Barry-Wehmiller's acquisition-driven growth, which helped propel the company from \$1.4 billion in annual revenue to more than \$2.8 billion during his tenure from 2013 to 2018. Previously, Giles was vice president and director of business development at Bertram Capital, a private equity firm with over \$850 million in committed capital. Earlier in his career, he worked with corporate leadership on business development and strategic planning at Emerson.

Giles has an MBA from Washington University and a bachelor's degree in business from Wake Forest University. In 2015, he received the distinguished 40 Under 40 Emerging Leaders Award from The M&A Advisor. Giles serves on the board of trustees at Mary Institute and St. Louis Country Day School and is also a member of the board of directors of the Missouri chapter of JDRF. He also volunteers with Operation Sunscreen and World Pediatric Project.

About Core & Main

Based in St. Louis, Core & Main is a leader in advancing reliable infrastructure™ with local service, nationwide®. As a leading specialized distributor with a focus on water, wastewater, storm drainage and fire protection products, and related services, Core & Main provides solutions to municipalities, private water companies and professional contractors across municipal, non-residential and residential end markets, nationwide. With approximately 320 locations across the U.S., the company provides its customers local expertise backed by a national supply chain. Core & Main's 4,500 associates are committed to helping their communities thrive with safe and reliable infrastructure. Visit coreandmain.com to learn more.

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Media Contact:
Jennifer Noonan, Director, Marketing & Communications
314-372-2992