

INVESTMENT BANKING OVERVIEW

Creating competitive markets for the capital needs of businesses and their stakeholders



BUSINESSES AND THEIR STAKEHOLDERS REGULARLY FACE CHALLENGES REGARDING CAPITAL NEEDS FOR VARIOUS PERSONAL AND PROFESSIONAL FINANCIAL GOALS

Strategic growth opportunities:

- Acquisition financing
- Greenfield (de novo) project
- Geographic or facility expansion
- Working capital requirements

Owner transition or exit:

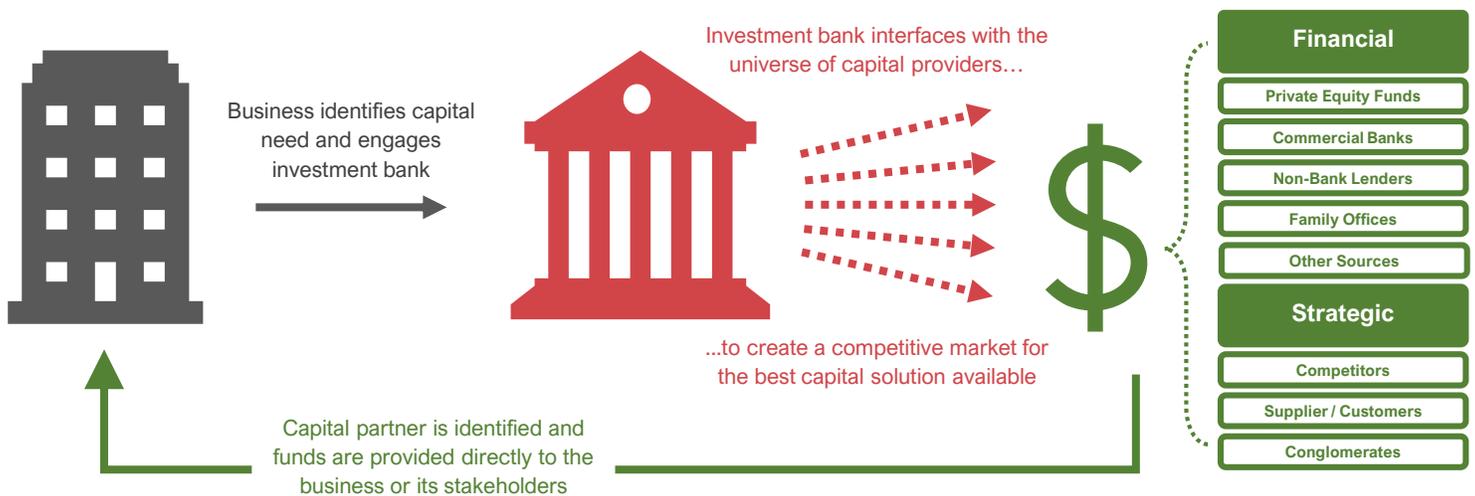
- Generational transfer
- Professional or personal goal
- Management buyout
- Retirement

Dividend or recapitalization:

- Restructuring / obtaining debt
- Financing shareholder liquidity
- Layering in new capital
- Distressed situations

Identifying the type of capital, the appropriate structure of that capital, and the ideal capital partner can all be handled by an investment bank

THE INVESTMENT BANKING PROCESS



THE INVESTMENT BANK MANAGES THE PROCESS FROM INITIAL PREPARATIONS THROUGH FINAL DILIGENCE & CLOSING

PREPARING

- Conduct initial diligence
- Create of financial and forecast models
- Prepare marketing documents & summaries
- Identify prospective purchasers / investors
- Organize & manage virtual data room

MARKETING

- Contact prospective purchasers / investors
- Provide evaluation materials
- Share access to data room
- Evaluate indications of interest
- Select finalists for on-site management meetings

BUYER DILIGENCE & NEGOTIATIONS

- Oversee management presentations
- Negotiate initial deal terms
- Fulfill initial diligence requests
- Analyze and evaluate final letters of intent
- Finalize terms with the winning bidder

FINAL DILIGENCE & CLOSING

- Complete commercial, legal, & financial diligence
- Manage communications with buyer & seller legal counsel
- Review of legal documents for business points
- Sellers execute final purchase agreements

Professionalizing the process enhances the value to the business & its stakeholders