



Corporate Analytics

Management Advisory Services Introduction

A member of the
WHITEHALL GROUP



Our Services

- M & A Advisory
- Corporate Finance
- Corporate Renewal
- Investor Relations

M & A Advisory

- Develop acquisition / selling strategy
- Plan and coordinate acquisition / divestiture activities
- Prepare Teaser and Confidential Memorandum
- Contact acquisition targets / prospective buyers
- Determine valuation and transaction structure
- Lead and coordinate due diligence
- Assist in negotiating and closing the transaction
- Plan and structure the integration of the acquisition
- Develop internal and external communication plan

Corporate Finance

- Find new sources of senior debt, mezzanine, private equity and alternative financing
- Prepare financial forecasts and presentations to capital providers
- Negotiate financing agreements and covenants with banks and other financial institutions
- Restructure balance sheet and onerous debt or equity arrangements
- Determine risk-adjusted cost of capital and return on investment

Our Resources

- Senior Level Professionals
- Experienced Practitioners
- Network of experienced professionals
- Independent, Unbiased Advisors
- Creative, Cost-effective Solutions

Who We Have Helped

A Sample of our Experience

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| <p>\$4 Billion Diversified Energy Company</p> <p>Strategic Planning – Corporate Restructuring M&A – Financing – Cash Flow Management - IR</p> | <p>\$150 million Information Technology Company</p> <p>Strategic Planning – Financial Management Sale of Business</p> |
| <p>\$600 million Energy and Construction Services Company</p> <p>Acquisitions – Financing – Strategic Planning Business Restructuring – Cash Management - IR</p> | <p>\$15 million HVAC Company</p> <p>Debt Restructuring – Cost Reduction Plan</p> |
| <p>\$150 million Gas and Oil Services Company</p> <p>Acquisitions – Review of Strategic Initiatives</p> | <p>\$55 million Decorative Plastic Components Manufacturer</p> <p>Sale of Company</p> |
| <p>\$35 million Plastic Injection Molding Company</p> <p>Sale of Company</p> | <p>Start-up Technology Products Company</p> <p>Venture Capital – Sale of Company</p> |

Who We Have Helped

A Sample of our Experience

| | |
|--|--|
| <p>Midwest Private Equity Group</p> <p>Acquisition of various manufacturing businesses In the range of \$7 – 50 mm in sales</p> | <p>\$3 billion Wine and Spirits Company</p> <p>Integration of financial systems for \$1.5 billion acquisition</p> |
| <p>\$1 billion Propane Distribution Company</p> <p>Internal Controls and Sarbanes Oxley compliance Interim Financial Management</p> | <p>S/E U.S. Private Equity Fund</p> <p>Acquisition of various businesses with sales in the range of \$9 – 35 mm</p> |
| <p>\$100 million Steel Processing Company</p> <p>Acquisition of \$9 mm manufacturing business</p> | <p>\$40 million Pharmaceutical Company</p> <p>Business Valuation Analysis for Lender</p> |
| <p>\$3 million Industrial Electrical Contractor</p> <p>Sale of Company</p> | <p>\$25 million Automotive Supplier</p> <p>Strategic Planning – Process Redesign – Business Restructuring</p> |