



Ryan J. Clark

Father. Husband. Athlete.
One of the nation's most
prolific business brokers
and lower middle market
intermediaries

about Ryan



Ryan Clark is an entrepreneur, former world-class athlete, and likely California's most prolific business broker and Mergers & Acquisitions Intermediary. Mr. Clark attended The University of Nevada, Las Vegas (UNLV) where he received his Bachelor of Arts in Finance as well as being elected president of his Sigma Alpha Epsilon fraternal organization. Always extremely driven and focused, Ryan honed his sales skills while still in high school, and went on to perfect them while in college when he launched of his own firm – R.C. Enterprises, a national direct sales company. After achieving substantial success and building a vast personal and business network, Ryan merged his finance and sales background and joined Citigroup as a Senior Financial Planner for high-net worth individuals. At Citigroup, where he was Series 6 & 63 licensed, Ryan worked in corporate retirement planning, investment management, insurance and estate planning.

In the late 1990's Ryan relocated from Las Vegas to Southern California to establish the U.S. sales force for a multi-national sales organization. In this role Ryan implemented a business plan he authored and he hired, trained and rolled out his sales strategy to the company's five locations. In 2003 he joined his childhood friends to launch The Veld Group. Within 3 years of heading The Veld Group's Business Valuation and Business Brokerage divisions, Ryan established himself as one of the nation's leading business brokers,

and later Mergers and Acquisitions Intermediaries, by regularly selling 40 - 50 companies per year. Combining his unmatched deal-making talent with a tireless work ethic, Ryan has managed to surpass the 'done-deal' transaction benchmarks set by entire brokerage offices. Since its founding and largely due to Ryan's contributions The Veld Group and Veld Mergers & Acquisitions has completed over 350 formal and 5,000+ informal business valuations and orchestrated over 1,000 sell-side transactions with an 80%+ success rate versus the 30% industry standard.

Ever so humble for his accomplishments, Ryan attributes his extraordinary business success to his strong support network which includes his wife and children, family and friends, his early entrepreneurial experiences, and to the discipline he developed as a former world-class track athlete (High School State Champion and Division 1 collegiate sprinter in the 100 meter and 200 meter events). This discipline, coupled with the internal balance that he has developed from his daily meditation practice, has propelled him to the top of the brokerage industry where his "grace complements achievement".

Ryan is a Certified Merger & Acquisition Advisor (CM&AA) with the Alliance of Mergers & Acquisitions Advisors and a Certified Exit Planning Advisor (CEPA) with the Exit Planning Institute. Ryan is highly active in ProVisors, a community for professional trusted-advisors, where he is on the Executive Committee.



PART OF THIS TEAM SINCE 1986 - ADVISING LOWER MIDDLE MARKET CLIENTS SINCE 2002

Veld Mergers & Acquisitions four principals have operated as a team since 1986 when each applied their unique talents to contribute to their freshman football team's success. In the following 36+ years several things have changed but others have not. The sense of commitment, discipline, duty, integrity and loyalty that were forged as their core values at Bishop Gorman High School remain evident in Veld M&A's practice today.



MERGERS & ACQUISITIONS, VALUATION & EXIT PLANNING FOR THE LOWER MIDDLE MARKET

Veld Mergers and Acquisitions partners with **Lower** Middle Market business owners to realize their unique definition of success. We provide our client-partners a comprehensive service offering tailored to support their needs at all stages of their and their company's lifecycles. We work in conjunction with our client's professional network as well as our own to curate the optimum exit planning team. We strive to fully understand our client company's value drivers and their personal goals in order to not only structure a satisfying exit plan, but to achieve it. Our approach supports the notion that we share in our client's success just as we shoulder the burden of any failures.

SERVICES

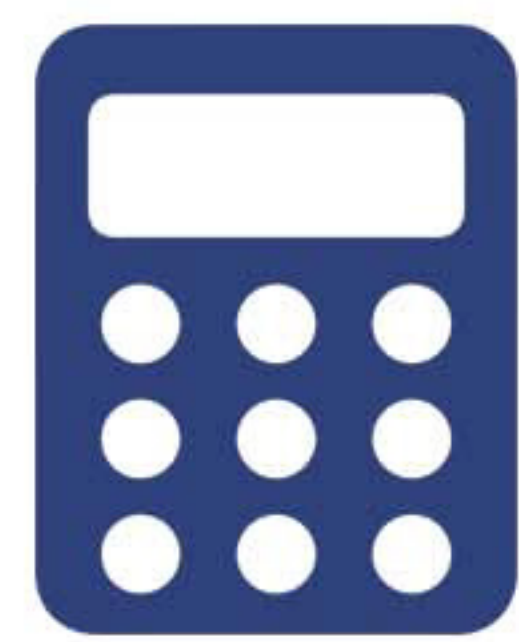


Mergers & Acquisitions

We work with **lower Middle Market** firms across all industries and sectors. Client-partner typically have

- ◆ \$5-\$20 ml Enterprise Value
- ◆ \$10-\$50 ml Revenues
- ◆ \$1.0+ ml EBITDA/Earnings

We take pride in our success rate in new industries or atypical situations. Though realistic, we provide an array of solutions regardless of the challenges.



Valuation

A realistic **value understanding** is crucial, but many clients do not require a certified valuation, so we developed our

- ◆ Opinion of Value Letter / Report
- ◆ Preliminary Value Estimate
- ◆ Future Value Estimate

We provide comprehensive valuations when merited or other related services (Accounting, Interim CFO & C-Level Advisory, Marketing Support).



Exit Planning

It's never too soon to **start planning your future**. Our Certified Exit Planners will work with your network of professionals to

- ◆ Curate Exit Planning Team
- ◆ Explore Succession Mngt Options
- ◆ Introduce Alternative Tax Strategies

We will customize an achievable exit plan and help ensure each component is aligned with your business goals and personal preferences.



Legacy Preservation

Great companies endure beyond their founders. Our goal is to **honor, preserve and enhance** your legacy. This may mean

- ◆ Ensure Job Security/Establish an ESOP
- ◆ Make Charitable/Philanthropic Impact
- ◆ Maximizing Shareholder Value

We strive to maintain your legacy. This may translate into establishing a trust or accomplishing an unattainable goal (e.g. product launch, roll up, IPO, etc.).

INDUSTRIES



Manufacturing



Energy



Services



Hospitality



Technology



Retail



Other

20 YEARS BY THE NUMBERS

ORCHESTRATED



>1,000

TRANSACTIONS

Together with Veld Group

ACHIEVED



82%

SUCCESS RATE

Versus <33% Industry Average

COMPLETED



>360

VALUATIONS

~10k Informal Value Estimates

TARGET SIZE
\$5-\$20ML

ENTERPRISE VALUE



EBITDA

\$1.0+ MILLION

VM&A Target Company Size
The Veld Group <\$5.0 million

TRANSACTION BREAKDOWN

32.4%
Service



33.9%
Manufacturing

6.7%
Healthcare &
Other

27%
Hospitality

APPROACHING



\$1B

Transaction Value

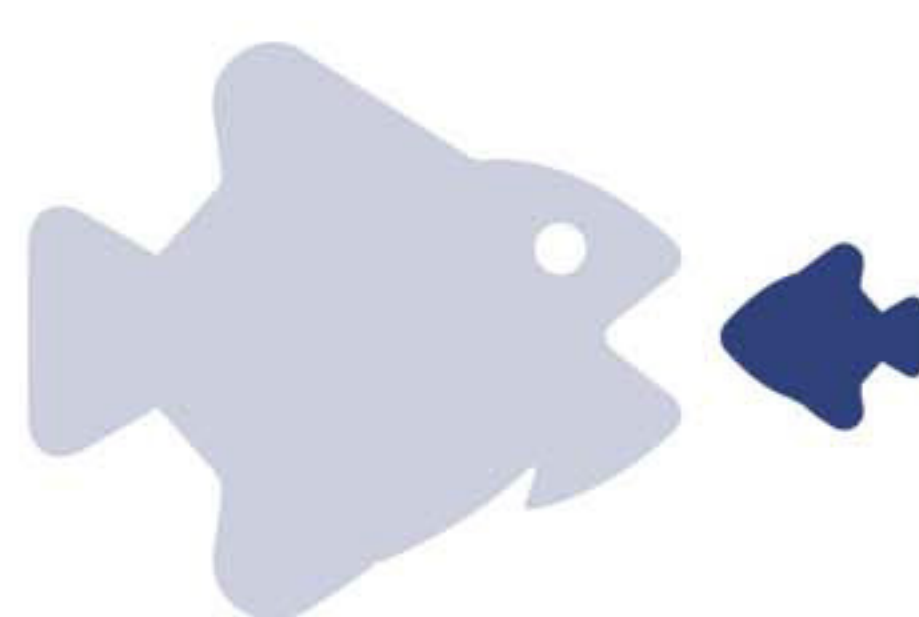
ESTABLISHED HISTORY



20 YEARS

SAME TEAM & LOCATION

TRANSACTION TYPES



- ◆ SALE/MERGER
- ◆ DIVESTITURE/SPINOFF
- ◆ MANAGEMENT BUYOUT/ESOP
- ◆ MINORITY/MAJORITY RECAPITALIZATION

DIRECT INVESTMENTS

7

Veld Co-Invested or Acquired



Contact

Ryan J. Clark
Veld Mergers & Acquisitions

1 Park Plaza, Suite 600, Irvine, CA, USA 92614



1.310.652.8353 [VELD]
1.866.458.8353



ryan@veldma.com
CA BRE #01410768