



VELD MERGERS & ACQUISITIONS

LOS ANGELES • HONG KONG
SAN DIEGO • SAN FRANCISCO



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 lifecycle. We work in conjunction with a client's professional network and our own to curate the optimum team of exit planning professionals. We strive to fully understand our client company's value drivers as well as their personal goals in order to not only structure a satisfying overall exit plan, but to actually achieve it. Our approach supports the notion that we share 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, typically with

- ◆ \$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 don't shy away from 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

When merited we do provide comprehensive valuations or other related services (e.g. Interim CFO & C-Level Advisory)



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
- ◆ Customize an Achievable Plan
- ◆ Explore Succession Mngt Options
- ◆ Introduce Alternative Tax Strategies

We will 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
- ◆ Accomplish an Unattainable Goal (e.g. product launch, roll-up, IPO)
- ◆ Make Charitable/Philanthropic Impact
- ◆ Enhance Shareholder Value

We strive to maintain your legacy based on your values.

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

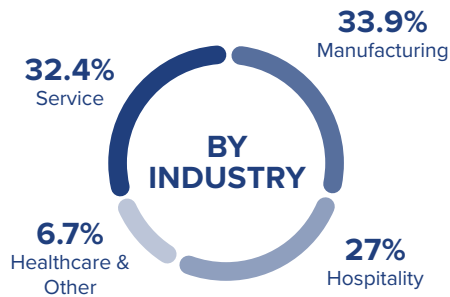


EBITDA

\$1.0+ MILLION

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

TRANSACTION BREAKDOWN



APPROACHING



\$1B

Transaction Value

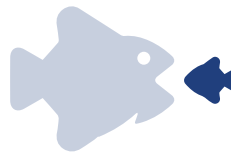
ESTABLISHED HISTORY



20 YEARS

SAME TEAM & LOCATION

TRANSACTION TYPES



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

DIRECT INVESTMENTS

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Veld Co-Invested or Acquired

— Ask About Our Innovative First Money Advantage & Succession Planning Options —

A TEAM SINCE 1986 - ADVISING LOWER MIDDLE MARKET CLIENTS SINCE 2002

Veld Mergers & Acquisitions 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 throughout Veld M&A's practice today.

