

Michael A. Wildeveld

Mergers & Acquisitions Advisor,
Exit Planner, Business Valuator,
Entrepreneur, Author, Speaker,
Thought Leader & More ...



about **Michael**

Michael is many things to many people – Father, Husband, Friend, Explorer, Entrepreneur, Founder, Trusted Advisor. In any of these capacities, Michael is committed to always be true to his authentic self. This includes being candid, honest, informative and hopefully, inspirational whether advising, collaborating with or learning from others. Michael is hard wired to be a helper, protector, and champion of the underdog. As a result he strives to assist and encourage others and hopefully leave them better off as a result of any encounter. This is part of Michael’s “why.” It is in his DNA and it provides him a sense of fulfillment and joy. Fair warning, he often asks others “what’s your why?”

meet

Michael Wildeveld



Michael Wildeveld, a high school valedictorian, holds a B.A. in Economics from Vanderbilt University and an MBA from the University of Michigan's Ross School of Business. Michael is active in leading Merger & Acquisition, Exit Planning and Business Valuation industry organizations, is a M&A Master Intermediary, an expert witness, and a member of the National Association of Certified Business Valuators and Analysts, the Association for Corporate Growth and ProVisors. He holds the following certifications - M&A Professional, M&A Advisor, Business Intermediary, Business Broker & Exit Planning Advisor.

Michael started Value-Line Maintenance at 18 and turned it into a 35-employee enterprise within a year. After college he gained blue chip experience with best-in-class employers. He worked in finance for American Airlines, internal audit for ARCO/British Petroleum, business development for Virgin Entertainment and strategic planning and buy-side mergers and acquisitions for G.E. Capital Aviation and Universal Pictures. Mr. Wildeveld consulted for Jordan's Queen Noor, government ministries in Jordan and El Salvador, Fred Alger Investment Management and The Landmine Survivors' Network, a Nobel Peace Prize winning non-profit. Michael has carried out projects in 19 countries in Africa, Asia, Europe and South America.

Mr. Wildeveld launched The Veld Business Advisory Group in 2002 with his best friends since age 14. Though it began as a consulting and valuation firm, he launched their business brokerage in 2004 and later their boutique mergers and acquisitions practice to address the substantial challenges clients with less than \$20 ml in enterprise value faced when going to market. Since then, the companies have performed over 300 formal and 5,000 informal business valuations, orchestrated 1,000+ sell-side transactions and achieved an 80%+ success rate versus the 30% industry standard.

Michael is passionate about cultivating disruptive concepts and regularly engages in business service and product launches, acquisitions and roll-ups where value may be created or valuation multiples arbitrated. He has accomplished this in the food manufacturing, printing, health and beauty, hospitality and financial services industries. Michael has completed a marathon yet remains a struggling golfer.

45 of 54 African nations aside, Michael has independently explored all counties on the 7 continents except for...

- Asia N Korea, Afghanistan, Iran, Iraq, Lebanon, Syria & Yemen
- Oceania Kiribati, Marshall Islands, Nauru, Palau, PN Guinea Samoa, Solomon, Tonga, Tuvalu & Vanuatu

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



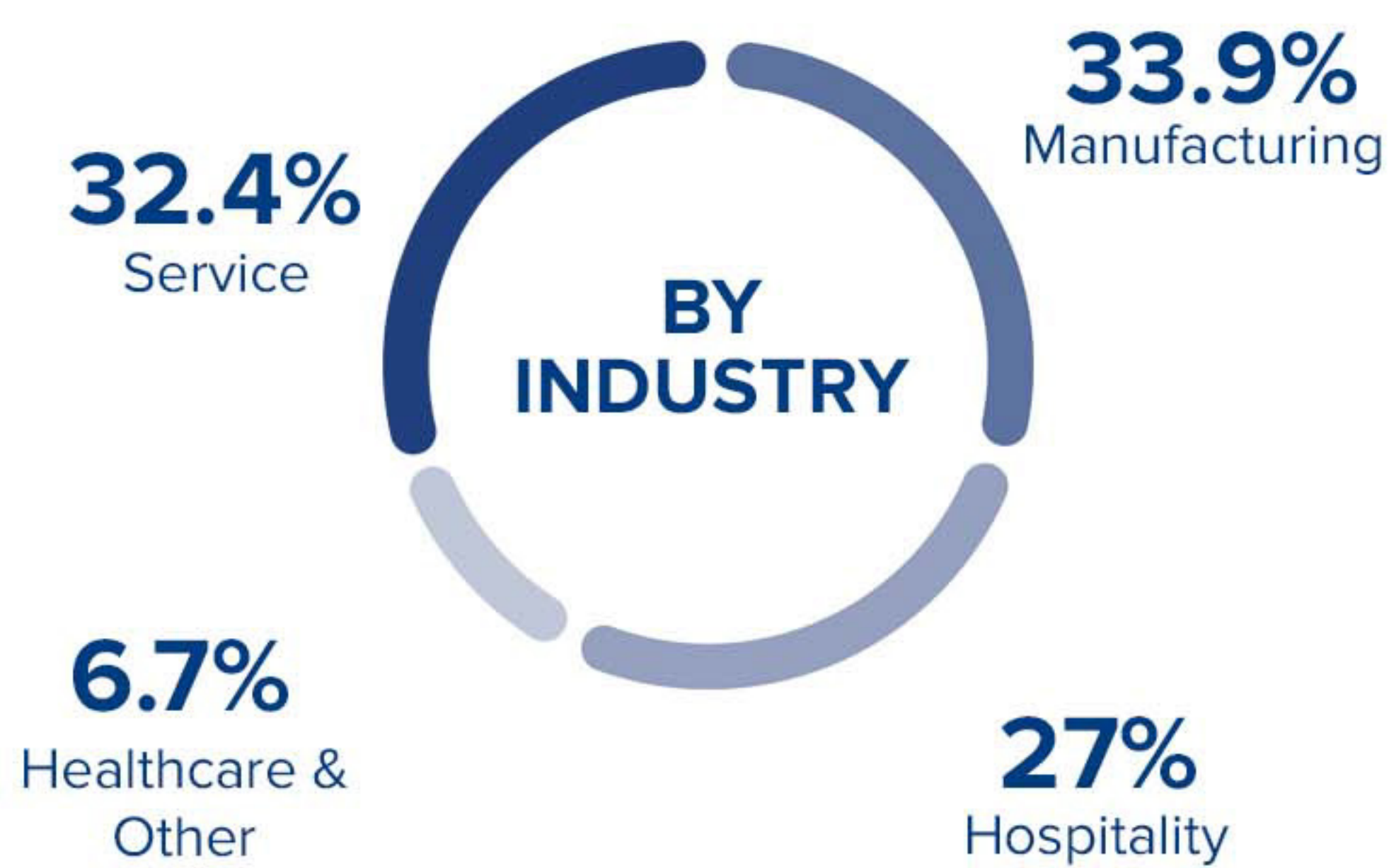
>360
VALUATIONS
~10k Informal Value Estimates

TARGET SIZE
\$5-\$20ML
ENTERPRISE VALUE



EBITDA
\$1.0+ MILLION
VM&A Target Company Size
The Veld Group <\$5.0 million

TRANSACTION BREAKDOWN



APPROACHING



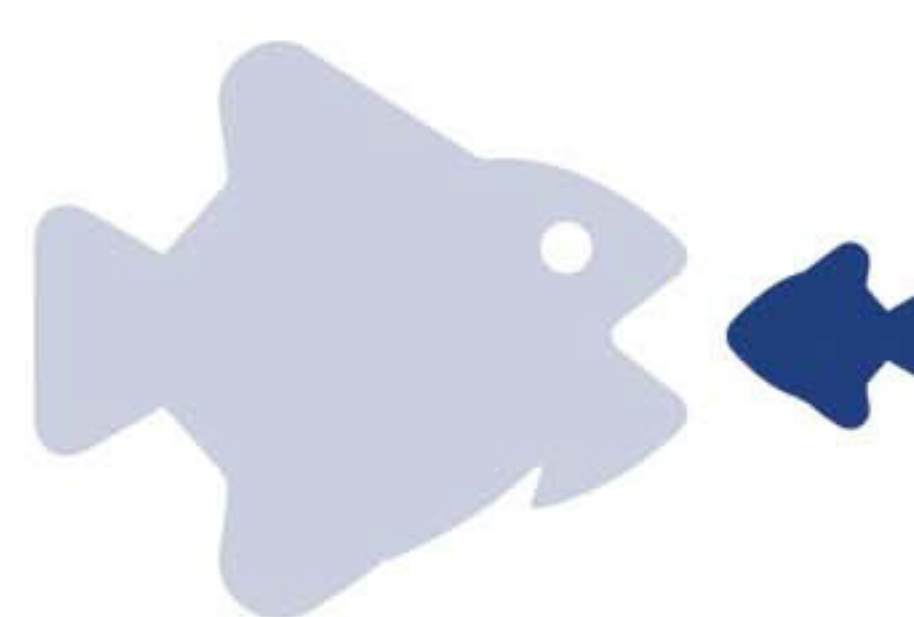
\$1B
Transaction Value

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

ORGANIZATIONS & CERTIFICATIONS

EXIT PLANNING



• CERTIFIED EXIT PLANNING ADVISOR



• CERTIFIED EXIT PLANNER

MERGERS & ACQUISITIONS



• CERTIFIED M&A PROFESSIONAL
• M&A MASTER INTERMEDIARY



• CERTIFIED M&A ADVISOR

BUSINESS BROKERAGE



• CERTIFIED BUSINESS INTERMEDIARY



• REAL ESTATE BROKER



California Association
of Business Brokers

• CERTIFIED BUSINESS BROKER

VALUATION, APPRAISAL & TURNAROUND

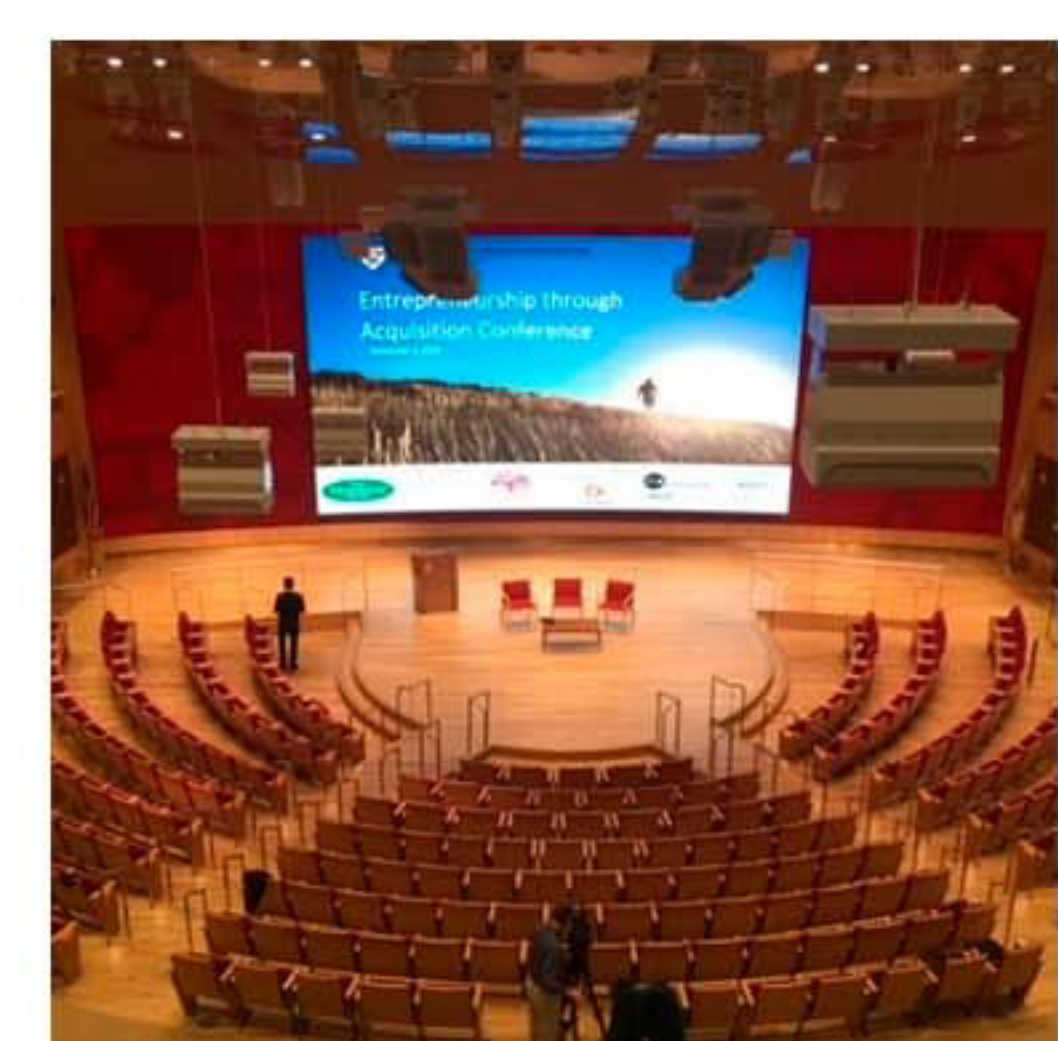
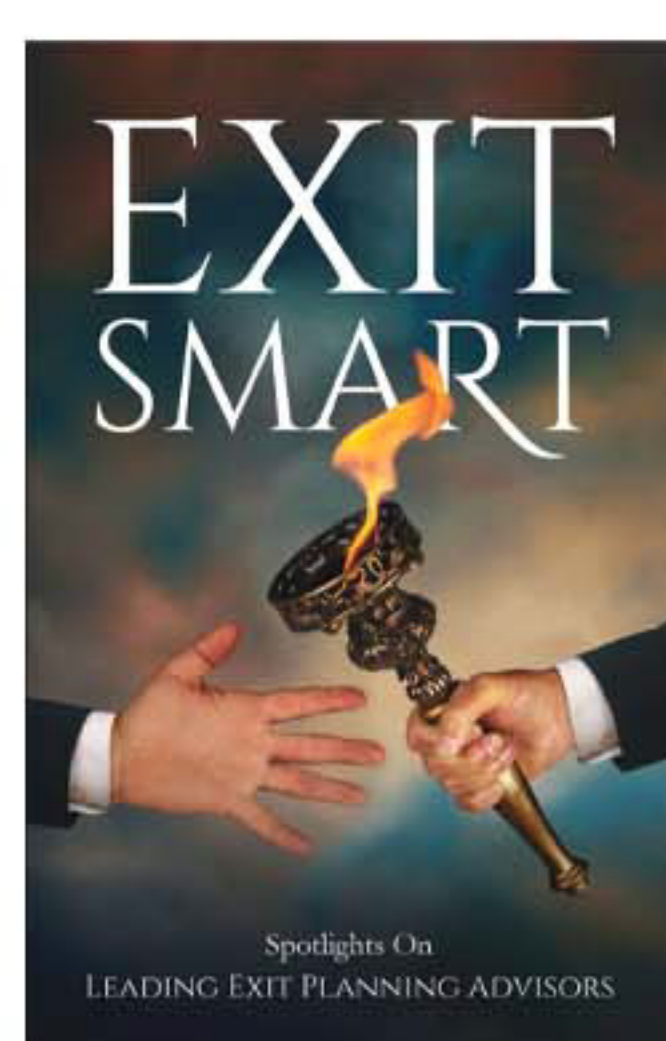
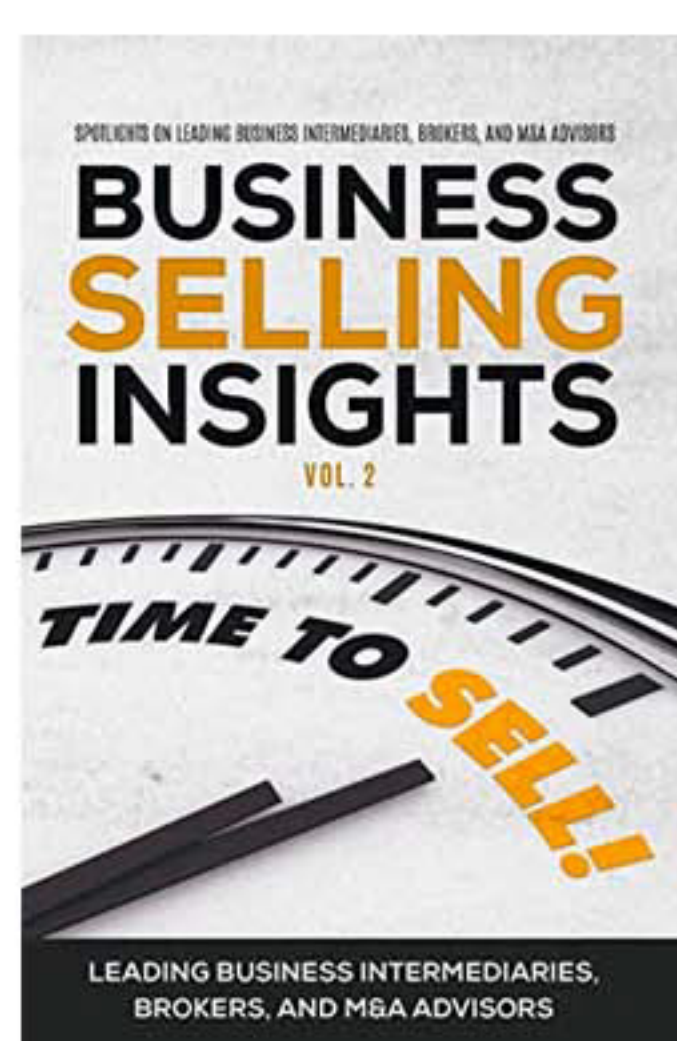


National Association of
Certified Valuators and Analysts



American Society of Appraisers
Providing Value Worldwide

AUTHOR & SPEAKER



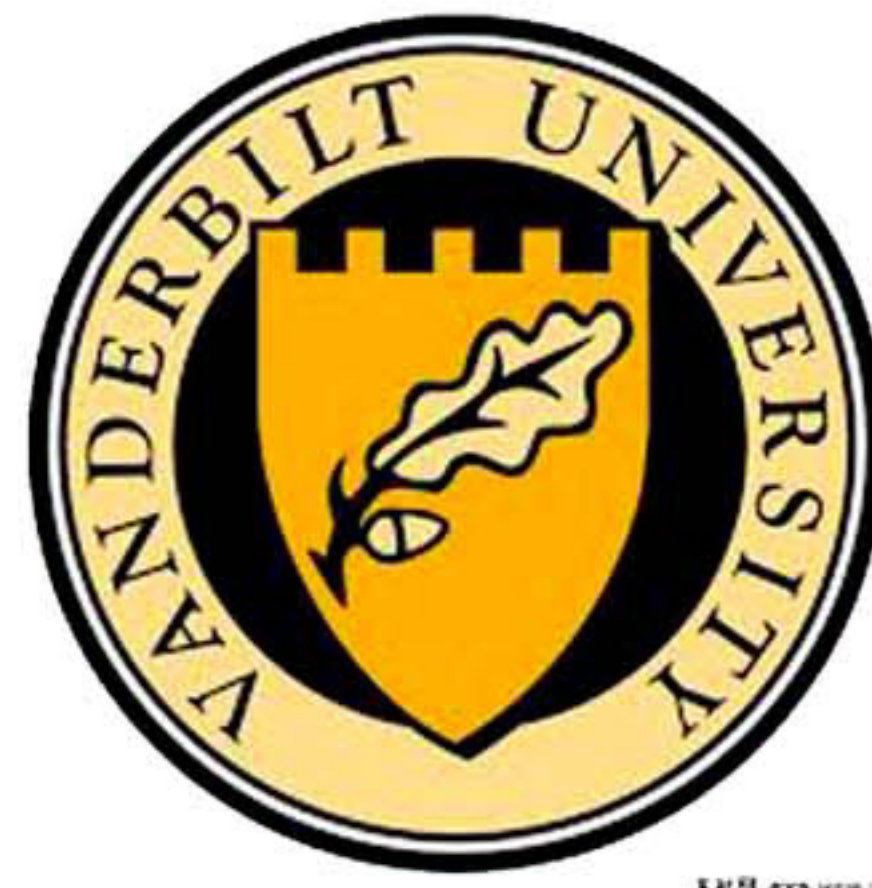
PRIOR EMPLOYMENT



ACADEMICS



MICHIGAN ROSS
MBA

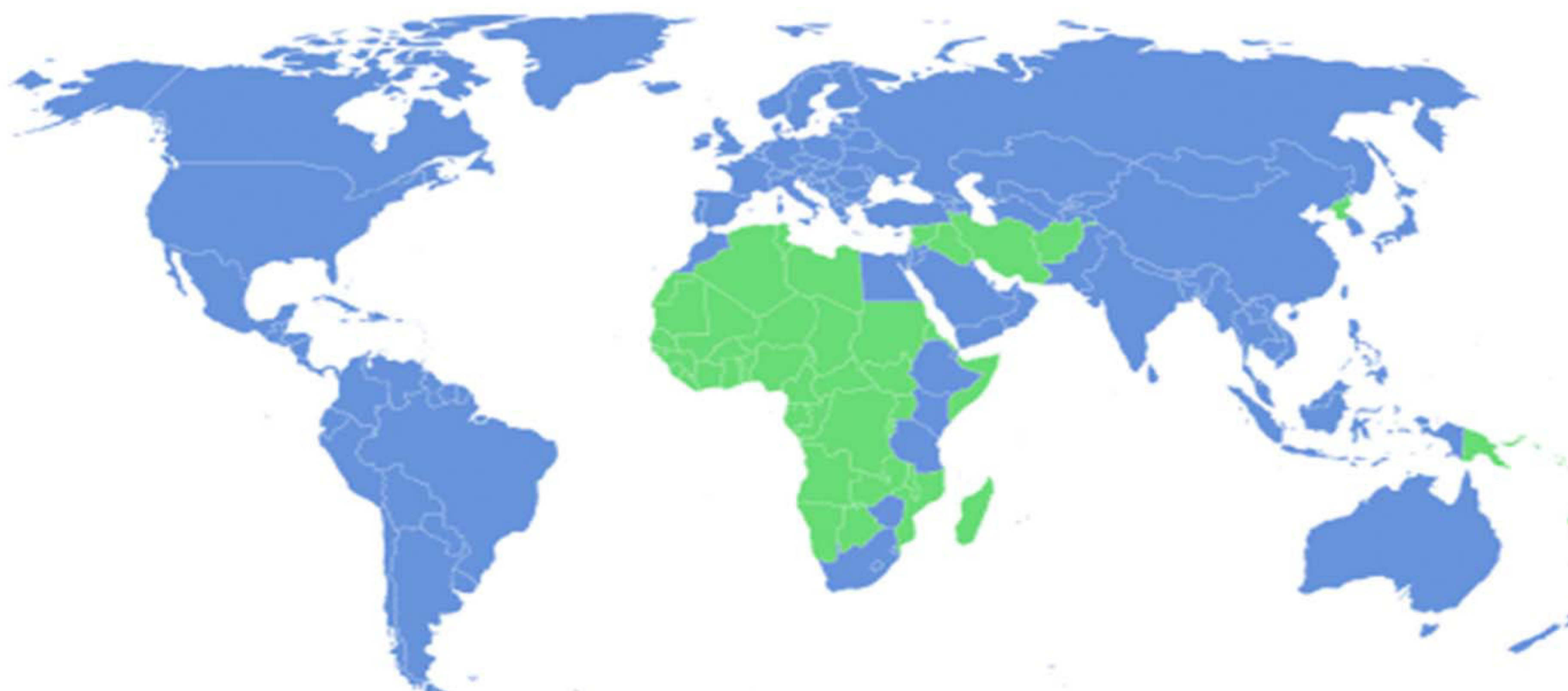


VANDERBILT UNIVERSITY
ECONOMICS



BISHOP GORMAN HS
CO-VALEDICTORIAN

EXPLORATION



130 COUNTRIES EXPLORED ON ALL
7 CONTINENTS & COUNTING ...



Contact

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