

## DEBT & EQUITY CAPITAL ADVISORY

We help established, privately held businesses plan for and develop strategies to acquire debt and equity capital to meet their strategic goals and objectives. Whether it is for growth capital, recapitalization, or to support operations, we work with clients to help evaluate and understand the various considerations and alternatives to access private capital.

We help identify, structure, and support the execution of diverse and innovative transactions that provide our clients with the broadest possible range of opportunities to attain their goals.

To do so, we partner with exceptional management teams in industries where our expertise, backgrounds and strong network of resources can best support management's business objectives and strategies.

### What We Do

- Explore shareholder objectives and preferences along with pertinent company characteristics.
- Assess current capital structure and evaluate the need and desired utilization of new capital.
- Evaluate strategic considerations, including the identification of salient value drivers.
- Review and analyze valuation perimeters.
- Determine the optimal pro forma capital structure, including a review of relevant capital providers and forms of available capital.
- Prepare management for the transaction process.
- Prepare all marketing documents.
- Identify and pre-qualify buyers/investors.
- Negotiate the most favorable terms for our client.
- Coordinate and collaborate with our clients' other key advisors.