BaldwinClarke

Investment Banking

Mergers & Acquisitions | Business Valuations | Advisory

Investment Banking & Corporate Advisory

BaldwinClarke Investment Banking specializes in serving lower and middle-market entrepreneurial businesses like yours. Whether you're aiming to understand and build value, increase profitability, or prepare your business for a successful exit, our dedicated investment banking and valuation specialists are here to support you in achieving the outcomes you envision.

M&A Advisory

Selling your business is one of the most significant financial transactions you'll ever undertake. You deserve expert guidance tailored specifically to your company's needs. Our comprehensive and diligent M&A advisory services prepare you thoroughly for the complexities involved in selling your business, ensuring you maximize the value of what you've worked so hard to build.

Business Valuations

Understanding your company's value is crucial for strategic and formal planning, whether for estate and gifting purposes, compensation initiatives, business strategy, or exit planning. Our trusted valuation services provide clear, defensible documentation and strategic insights that allow you and your team to make informed decisions confidently, positioning your private or family-run business for future success.

Pre-Transaction Planning

Preparing for a major transaction requires thoughtful strategy tailored specifically to your unique situation. Not all businesses are built and managed for sale, potentially capping or diminishing their value. Our pre-transaction planning services address this challenge directly, helping to prepare a business that is not only successful but highly attractive and readily transferable to the ideal buyers.

Debt & Equity Capital Advisory

Accessing capital can be complex and overwhelming, but securing the right funding is essential for achieving your strategic goals. Whether you need growth capital, exploring recapitalization, or looking to fortify ongoing operations, we guide you through key considerations and alternatives, clarifying your options and empowering you to make informed decisions that align with your objectives.

Think of us as your strategic partners.
Committed Planners, Dedicated Advocates, and Expert Problem Solvers.

Mergers & Acquisitions Advisory

Mergers, acquisitions, and divestitures represent opportunities for businesses and their owners to accelerate growth or to monetize their investments. These complex transactions involve negotiation, deal structuring and execution as well as sophisticated target marketing and due diligence.

BaldwinClarke's M&A team has the experience to guide your company through this complex process and can execute all aspects of a merger or acquisition for both buyers and sellers.









Sell Side

Our sell side process seeks to design and facilitate a thorough and institutional sell process. We work to create competitive tension by cultivating market interest from curated buyers/investors, thereby maximizing shareholder value. In counseling our clients through the sale process, we provide the following services:

- Pre-transaction risk assessment and strategy development
- Coordinate and collaborate with transaction advisory team
- Valuation analysis
- Development of collateral marketing materials
- Identify target buyers, Facilitate outreach
- Negotiate and structure offers and agreements
- Assist with the due diligence processes through closing

Buy Side

Our buy side process is structured to meet the needs of focused corporate and financial buyers. Whether an acquirer's objective is industry consolidation or vertical/horizontal expansion, we have the skills to assist in the realization of your objectives.

- Strategy conceptualization
- Shareholder value evaluation
- Prospect identification and solicitation
- Target valuation and structuring
- Transaction financing assistance
- Deal negotiation
- Financial due diligence evaluation

With BaldwinClarke's proven expertise and strategic approach, we ensure your merger and acquisition opportunities are navigated with thoughtfulness, working to maximize value and align deal outcomes with your long-term business goals. Whether you're buying, selling, or exploring strategic options, our dedicated M&A team delivers clarity and confidence every step of the way.

Business Valuations

BaldwinClarke provides comprehensive business valuation services tailored to strategic planning and formal documentation needs of entrepreneurs, family-run businesses, and their advisors. For over 25 years, our valuation services have delivered reliable, defensible documentation and actionable insights. Our services support estate planning, compensation programs, and business planning -- valuing entities with revenues from under $1 million to over $200 million.

Why Private Business Valuations are Unique

Private company valuations differ significantly from publicly traded companies. Multiple standards, premises, and approaches exist, each valid depending on the specific context and objectives. BaldwinClarke focuses on aligning your unique needs with the most appropriate valuation methodology, ensuring clarity and precision.

Valuation Applications

Formal Credentialed Appraisals:

- Estate and gift planning
- Stock transfers
- Shareholder buyouts
- Buy-sell agreements
- Equity compensation and stock option plans

Strategic Analysis for Owners and Management:

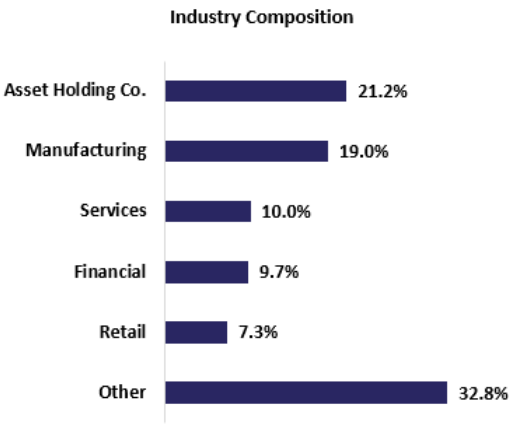
- Business sales and combinations
- Strategic and management planning
- Succession and shareholder planning
- Capital planning

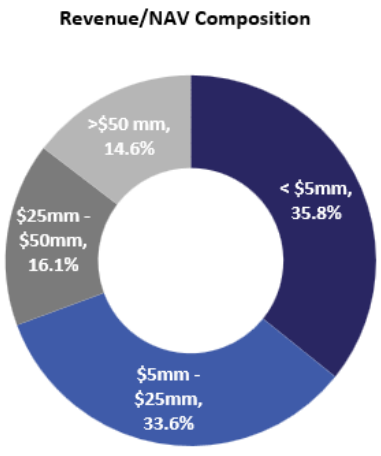
Client Solutions & Commitment

BaldwinClarke can help you clarify business performance, support effective corporate governance, enhance tax planning strategies, facilitate business transitions, and evaluate and plan exit strategies. By deeply understanding your business goals and objectives, we are committed to providing insightful valuations that clearly articulate business value and the factors driving it.

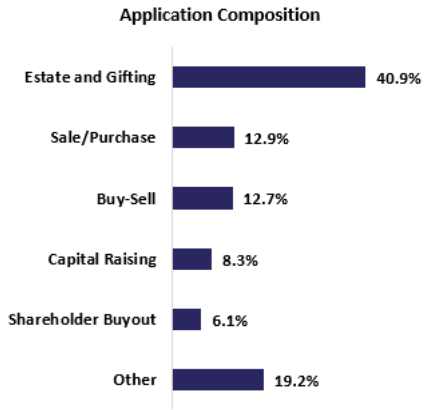
Experience

We specialize in valuing privately held lower middle market companies – across many different industries, entity sizes & applications. Our experience, having delivered 400+ valuations, helps differentiate our client engagements.





NAV: Net Asset Value



Data updated as of 6/30/25

Pre-Transaction Planning

At BaldwinClarke, we specialize in preparing clients for the pivotal moment of selling their businesses—a process that demands meticulous planning and strategic foresight. Recognizing that each business is unique, we guide owners through the complexities of ensuring their businesses are transferable to new ownership. Our approach focuses on creating opportunities that align with personal timelines and market conditions, ensuring optimal value through thorough planning, preparation, and strategic execution.

How We Support You:

- Define and align goals for a successful business transition.
- Assess estate planning readiness.
- Develop timetables and post-transition plans.
- Conduct risk assessment and due diligence planning.
- Perform comprehensive financial and valuation analysis.
- Advise on operational and growth initiatives.
- Provide critical market intelligence.



Debt & Equity Capital Advisory

Our Debt & Equity Capital Advisory services empower privately held businesses to secure capital for growth, recapitalization, or operational support. We collaborate closely with management teams to evaluate capital needs, structure transactions, and execute strategies that help secure appropriate funding. Leveraging our extensive industry expertise and network, we work to identify opportunities that ensure our clients access the capital solutions tailored to their strategic objectives.



Strategic Advisory Capabilities:

- Align shareholder objectives with company characteristics.
- Evaluate current capital structures and determine capital utilization strategies.
- Identify key value drivers and strategic considerations.
- Conduct detailed valuation analysis.
- Design and illustrate pro forma capital structures.
- Prepare comprehensive marketing materials.
- Identify and qualify potential capital providers.
- Negotiate transaction terms.
- Coordinate clients' advisory teams.

Investment Banking Team

BaldwinClarke's Investment Banking team provides thoughtful, results-driven advisory services designed to help business owners and stakeholders navigate pivotal moments - whether pursuing growth, transitioning ownership, or evaluating strategic alternatives. Backed by decades of transactional experience across a wide range of industries, we deliver objective guidance, rigorous analysis, and hands-on execution to support successful outcomes. Our approach is personal, professional, and aligned with your long-term vision.



Highlights

- 35+ year dedicated practice.
- Senior bankers with diverse professional backgrounds in operations, private equity, valuation, and corporate finance strategies.
- Significant experience structuring and negotiating complex transactions.
- 97 closed deals and over $1.2 billion in aggregate transaction value.
- Over 400 valuations delivered to clients.
- Value add financial and estate planning resources.

Meet Our Experts



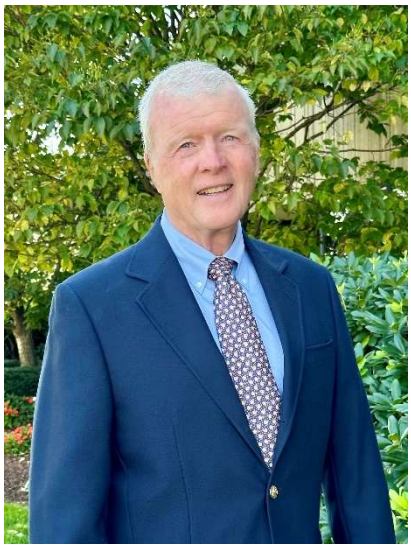
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syn·op·sis

BaldwinClarke Investment Banking – Your Partner in Growth and Transition

BaldwinClarke Investment Banking specializes in guiding lower and middle-market entrepreneurial companies toward strategic success. Our experienced investment banking and valuation professionals provide personalized support to help you strengthen your business, improve profitability, and prepare for future opportunities and transitions.

With a proven track record, BaldwinClarke serves as your advocate, planner, and problem solver—dedicated to achieving outcomes that align with your unique business objectives. By combining strategic insight, market expertise, and practical solutions, we position your business to pursue growth opportunities, manage ownership transitions, and make critical decisions with confidence and clarity.

Next Steps

Give us a call. Let's discuss how we can help you achieve your business goals and prepare for the future.



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Investment Banking services are provided through Baldwin Clarke Corporate Finance, LLC. ("BCCF"). BCCF is an independent financial advisory company that provides professional and consultative services to its clients.

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