



SELECT TRANSACTIONS with PRIVATE EQUITY



Home Health and Hospice Agency
Sale Price: \$72,000,000
Stock Sale|Rollover EQ: 12%
Key Issue: Mgmt. Transition
% Cash at Closing: 85%

Broadband Communications Services Provider
Sale Price: \$62,000,000
Asset Sale|Rollover EQ: 25%
Key Issue: Concentration
% Cash at Closing: 80.5%

Engineering Firm
Sale Price: \$60,000,000
Stock Sale|Florida
Key Issue: Complex Shareholder Structure

Fire Protection Services Company
Sale Price: \$35,000,000
Stock Sale|Rollover EQ: 20%
Key Issue: Valuation
% Cash at Closing: 70%

Engineering Firm
Sale Price: \$33,500,000
Stock Sale|Louisiana
Key Issue: Complex Business Structure

Engineering Firm
Sale Price: \$32,500,000
Stock Sale|Ohio
Key Issue: Shareholder Care Issues

Engineering Firm
Sale Price: \$31,000,000
Stock Sale|North Carolina
Key Issue: Integration Issues

Environmental Remediation Services
Sale Price: \$14,000,000
Asset Sale|Rollover EQ: 0%
Key Issue: 9 Shareholders
% Cash at Closing: 90%

Biological Products Manufacturer
Sale Price: \$14,000,000
Stock Sale|Rollover EQ: 10%
Key Issue: Org. Structure
% Cash at Closing: 90%

Commercial Bakery
Sale Price: \$13,200,000
Asset Sale|Rollover EQ: 28%
Key Issue: Declining Revenue
% Cash at Closing: 100%

Seed Coating Companies (2)
Sale Price: \$12,750,000
Asset Sale|Rollover EQ: 20%
Key Issue: Attorney conflicts
% Cash at Closing: 80%

Recycling Services Company
Sale Price: \$12,600,000
Asset Sale|Rollover EQ: 30%
Key Issue: Sourcing Financing
% Cash at Closing: 70%

Software Company
Sale Price: \$12,000,000
Asset Sale|Rollover EQ: zero
Key Issue: Various
% Cash at Closing: 100%

IT Managed Services
Sale Price: \$11,000,000
Asset Sale| Full Buyout
Key Issue: Length of Project
% Cash at Closing: 80%

Environmental Services Company
Sale Price: \$11,000,000
Stock Sale|Rollover EQ: 10%
Key Issue: Declining Revenue
% Cash at Closing: 70%

Marine Tools Supply Company
Sale Price: \$10,000,000
Asset Sale|Seller note \$2.5M
Key Issue: COVID Setback
% Cash at Closing: 75%

Decal Design, Manufacturing & Distrib.
Sale Price: \$10,000,000
Asset Sale|Rollover EQ: zero
Key Issue: Financial Records
% Cash at Closing: 70%

Packaging & Shipping Products Supplier
Sale Price: \$9,000,000
Asset Sale|Rollover EQ: zero
Issue: COVID related distress
% Cash at Closing: 83%

Engineering Firm
Sale Price: \$7,700,000
Stock Sale|Northwest
Key Issue: ESOP Approval

Installer of Fiber Optic Cable
Sale Price: \$4,500,000
Asset Sale|Rollover EQ: 40%
Key Issue: Tied to Construction

Steel Manufacturer
Sale Price: \$4,300,000
Stock Sale|Rollover EQ: zero
Key Issue: Declining Revenue
% Cash at Closing: 100%

Portable Container Rentals
Sale Price: \$4,300,000
Stock Sale|Rollover EQ: zero
Key Issue: Econ. Uncertainty
% Cash at Closing: 100%

Medical Billing Company
Sale Price: \$4,000,000
Asset Sale|Rollover EQ: zero
Key Issue: Earn-out Structure
% Cash at Closing: 55%

Drayage Trucking Services Company
Sale Price: \$3,800,000
Stock Sale|Rollover EQ: zero
Key Issue: Assembly Bill AB5
% Cash at Closing: 52%

Fishing Lure Manufacturer
Sale Price: \$3,500,000
Stock (70%)|Rollover EQ: 30%
Key Issue: Financial Records
% Cash at Closing: 70%