



Kingswood Partnership Opportunity

December 2024



First Step Towards A Seamless Succession

Capitalize on market trends and secure the next step for your legacy

- > With Kingswood's expertise in the independent space, **we understand your business** and its challenges
 - 37% ⁽¹⁾ of advisors look to retire over the next 10 years with many unsure of how to successfully transition their business
 - Planning for succession requires more than having someone next in line; we know your clients need to trust who is next
- > With many uncertainties that come with life, **Kingswood can preserve your legacy and business**, serving clients with the same level of service you have provided them
- > Kingswood now has the opportunity to **directly partner with you and acquire a minority stake (20-40%) in your business**, with the plans to acquire the rest when you are ready retire

(1) Cerulli Associates.

Solutions Through Partnership

With an intimate understanding of your business, Kingswood provides a tailored solution

Your Problem

Our Solution

Lack of Liquidity

- » Kingswood provides upfront liquidity via minority acquisition based on fair market value:
 - Size of book
 - Average age of clients
 - Growth of book in past 2 years
 - Number of households
 - Average fee charged
- » Targeting a 20-40% minority stake in your business with the ability to acquire the remainder in the future

Lack of Succession Plan

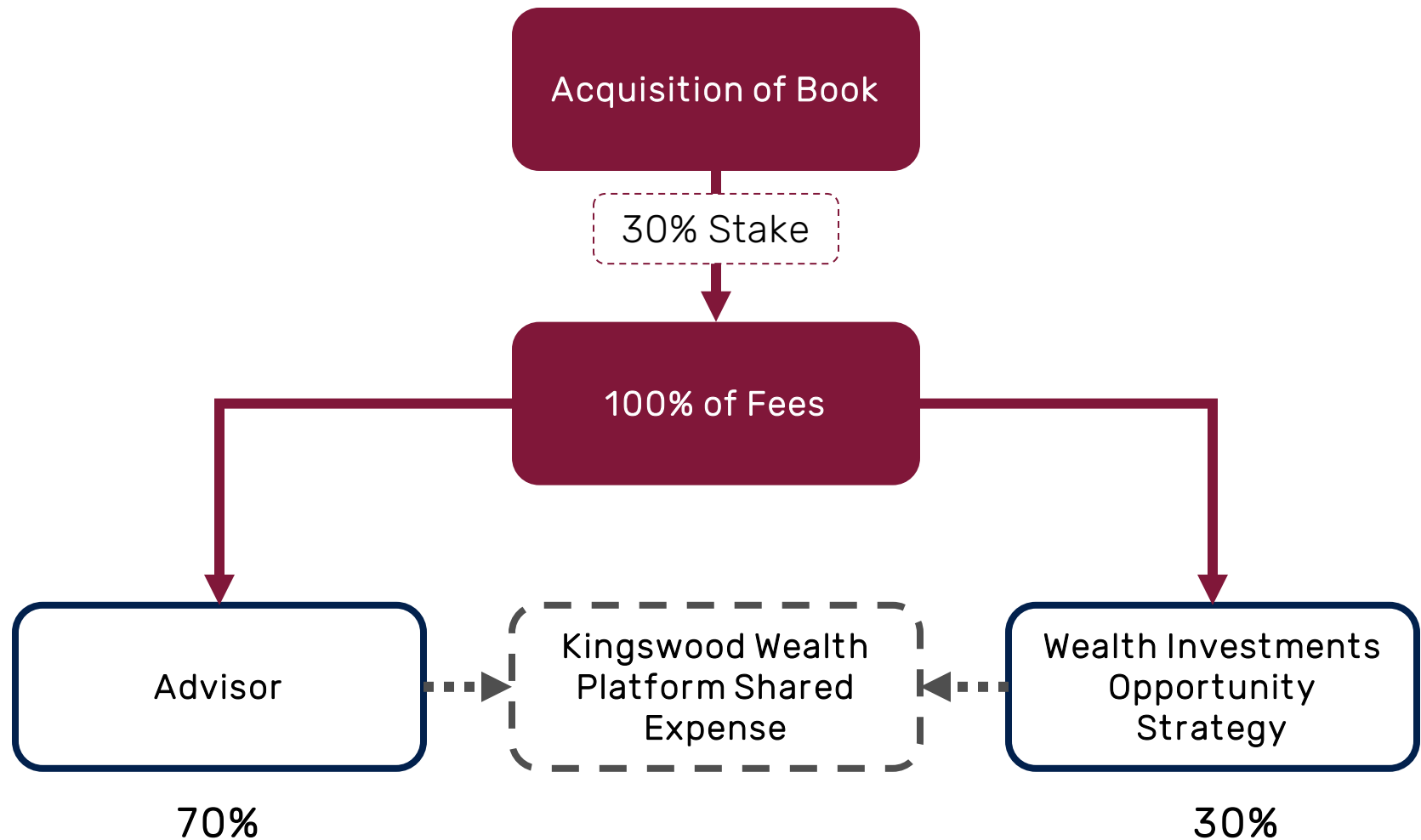
- » Few independent firms offer a solution to find and arrange a succession plan
- » Kingswood can customize your level of involvement in the business as you look to retire/exit

Lack of Support

- » Access to dedicated advisors, administrative resources, and platform tools to scale and grow
- » Kingswood knows and understands your business, giving you the attention you deserve

Case Study: Minority Stake Acquisition

Illustrative acquisition of a minority stake in a book of business



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