

## WHAT WE DO

Kingswood's investment banking team guides our clients as they execute a new strategic direction or seek to realize liquidity from the business they have worked hard to build

## HOW WE ADD VALUE



Develop a thoughtful transaction strategy



Targeted list of financial and strategic counterparties



Maximize value through a competitive sale process



Leverage Kingswood's institutional experience

## HYPOTHETICAL TRANSACTION

Transaction Value

**\$50M**

- Kingswood brings a business to market
- Deal closes with a \$50M valuation

Kingswood Success Fee

**\$50M x 5% = \$2.5M**

- Success fees are earned upon completion of the transaction
- This hypothetical success fee is 5% of enterprise value

Hypothetical Referral Fee\*:

**\$2.5M x 20% = \$500K**

- 20% referral fee paid to you for deals referred into Kingswood that are successfully closed
- Referral fee is a % of Kingswood's fee

Note: Only Series 7 licensed representatives are eligible for the referral fee.

## REFERRAL CRITERIA

### Financial Metrics

- EBITDA: \$2M+
- Revenue: \$10 - \$200M+
- Operating History: 5+ years of driving consistent revenues

### Ideal Ownership Profile

- Founder-led, family-owned, or entrepreneur run
- No institutional majority ownership

### Industries We Know Best

- Technology (B2B software and tech enabled services)
- Business services
- Specialty manufacturing / engineered products with defensible niches
- Healthcare services

### Geographic Focus

- Headquartered in North America

## NEXT STEPS - WHAT TO DO

1

Look for clients who may be considering selling their businesses or are in need of succession planning

3

Share key details about the client's business and goals, so we can assess how to best assist them

2

Contact our team at Kingswood (dealteam@kingswoodus.com and Jacob Wilson jwilson@kingswoodus.com) for an initial discussion on how we can support your client's sale process

4

Set up a meeting between your client and our M&A experts to discuss the best options for selling their business