

CORPORATE DIVESTITURES

Amvest assists private companies, investment groups and corporations in divesting companies, divisions or subsidiaries. Whether divesting a single company, an unprofitable division or several subsidiaries that no longer fit long term focus, *Amvest* will meet your objectives in the shortest possible time.

EQUITY PARTNERS

Amvest arranges to bring in equity partners to assist with many projects requiring more equity than a buyer may have available. These equity partners leave daily management to the managers while guiding the company from the board level.

RECAPITALIZATIONS

Recapitalizations allow owners to achieve personal liquidity without sacrificing operating control. This is generally accomplished by bringing in a friendly equity partner who will acquire a portion of the company.

INITIAL PUBLIC OFFERING ADVISORY

There are many advantages and disadvantages to going public. The timing and conditions must be right, both internally and externally. An IPO is something that should be weighed carefully with an experienced investment bank.

GOING PRIVATE & REVERSE MERGERS

Often, especially with micro and small cap companies, the burden of being a public company far outweighs the advantages and freedom of being private. *Amvest* will assist in selecting equity partners to accomplish going private.

Alternatively many private companies could benefit by being a public company. In such cases, we arrange a reverse merger with a public company, where the private company merges with the public company and becomes the controlling shareholder

RELATED SERVICES

PRE-SALE POSITIONING

Preparing a business for sale is not unlike selling a house. It is the process of making your business look better to potential buyers. This process, if

done properly, can add significantly to the ultimate sale price received.

With our experience, we can assist you in positioning the business for maximum return. Ideally, the process should begin well in advance of a sale.

FAIR MARKET VALUATIONS

Whether considering a sale, acquisition, buy-sell agreements, etc., it is important to know how much your business is worth. We can provide a valuation using standard financial measures along with tangible and intangible methods unique to your business.

- Turnaround Consulting
- Debt Financing
- Executive Officer Recruitment
- Venture Capital

FEES AND COMMISSION

Amvest will tailor an appropriate fee approach for each situation and perform professional services on a per diem, project, retainer, contingency basis or a combination thereof.

WHO REALLY PAYS THE FEES?

Whether we represent the buyer or the seller, the money comes out of the transaction fees from the buyer's money. It is a matter of who *Amvest* represents. If we represent the seller, the seller pays our fee and receives the benefit of our representation. If we perform an acquisition search for a buyer, the buyer pays our fees.



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Investment Bankers Since 1976

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*Advising Great Companies
Nationally and Internationally On*
**Mergers, Acquisitions
&
Divestitures**
Corporate Finance Matters



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ABOUT OUR FIRM

Amvest is a boutique investment banking firm specializing in mergers, acquisitions, divestitures, management buyouts and corporate finance services.

Amvest professionals have provided the finest investment banking services available since 1976. Having completed hundreds of transactions in almost every industry with sales from \$2 million to over \$3.5 billion, our professionals have the in-depth knowledge and experience to assist our clients.

Amvest professionals have experienced the situations on which we advise. We have gained this experience by acquiring, operating and selling our own companies and holding senior management positions.

Amvest is committed to long-term partnerships with both old line and emerging growth companies and their shareholders and investors who back them. *Amvest* often plays an advisory role sitting on the board of directors, advisory board or strategic planning committee offering our business and industry knowledge and advising on strategic options and opportunities.

Amvest looks forward to providing you with professional and knowledgeable investment banking services to achieve your individual and corporate goals.

WHY USE AN INVESTMENT BANKER?

Investment Bankers provide knowledge, experience and con-

fidentiality to situations that are often complex. Research shows those professionals receive decidedly more benefit and financial consideration.

WHY AMVEST FINANCIAL GROUP?

Amvest has completed over 500 transactions since 1976. *Amvest* professionals have personal experience in acquiring, operating and divesting their own companies and an exceptional national reputation.

STRATEGIC ALTERNATIVES & GROWTH PLANNING

Amvest advises companies in assessing their strategic options. Companies are often faced with an acquisition offer, a need to grow, diversify or are facing financial difficulties and in need of direction. We play an integral part in strategic planning, pro-

viding input based on our investment banking and business experience.

ACQUISITIONS

MERGER & ACQUISITION ADVISORY

Amvest professionals, because of their personal experience in mergers and acquisitions, can provide invaluable experience to a company and their owners contemplating a sale, acquisition, merger or related transaction.

ACQUISITIONS & PROACTIVE ACQUISITION SEARCHES

Amvest is well-versed in all aspects of mergers and acquisitions, from conducting searches to transaction closing. We work with each client to develop a specific program, then

seek appropriate merger or acquisition candidates through either a passive or proactive search. Our goal is to provide proprietary deal flow. There are many advantages to being represented by an experienced investment banker. *Amvest* is one of the oldest and most experienced firms conducting targeted acquisition searches.

INDUSTRY CONSOLIDATIONS AND BUY & BUILD

Consolidating smaller businesses in a fragmented industry is a strong and profitable trend.

Amvest has sponsored and participated at various levels in consolidations in a number of industries. We have the expertise to support a consolidation from securing the equity, debt, executives, acquisitions through exit, as well as assisting with integration and operations.

SELLING AND DIVESTING

SELLING PRIVATELY HELD COMPANIES

Amvest guides owners through the selling process from pre-sale positioning, price negotiations, resolution of tax and legal considerations through final closing.

Amvest maintains ongoing relationships with major local, regional and national buyers in almost every industry.

WHEN IS THE BEST TIME TO SELL A COMPANY?

From an economical point, the best time to sell a company is when the company has had several years of increasing sales and profits, yet has not reached its peak, allowing a new owner an upside. At other times, a sale is dictated by personal or outside factors over which the owner may have little control.

RECAST FINANCIAL STATEMENTS SHOW REAL VALUE

We normalize owner benefits and recast items to show the real cash flow available to a new owner.

MARKETING A COMPANY

Amvest employs many methods to take a company to market. These methods may include a publicized auction process; however, more often it is a much more confidential sale process to selected qualified buyers.

AMVEST FINANCIAL GROUP INC.

