



GUIDANCE

STRENGTH

FORESIGHT

STRATEGY

CENTERPOINT M&A ADVISORS



SOME M&A FIRMS LOOK
IMPRESSIVE ON THE
SURFACE. BUT WHAT
ABOUT THEIR DEPTH?



Choosing the right merger and acquisition firm to manage your transaction is a challenge all in itself. Some high profile firms may look impressive on the outside, but once you scratch below the surface it's easy to see that many of them are merely one-size-fits-all transaction mills where your project is handled by individuals who lack the experience, passion or flexibility to manage the unique needs of middle-market transactions. That's where CenterPoint M&A Advisors comes in. We translate our depth of experience with middle-market transactions into a more lean, flexible and straightforward approach that is solely focused on completing the best possible deal for our clients.

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GROWING YOUR
BUSINESS IS HARD.
SELLING IT SHOULDN'T
BE HARDER.

If you are reading this, chances are that you are considering one of the most important business decisions of your career. Selling your company is unlike any other transaction you may have experienced. It is a challenging process and the outcome will impact your quality of life throughout your retirement. You have just one chance to get it right. At CenterPoint M&A Advisors, we value the hard work and self-sacrifice that has brought you to this point. We work tirelessly to get you the most value for your efforts. We understand the magnitude of this decision and how important it is for this transaction to have a successful outcome.



CenterPoint M&A Advisors has a depth and breadth of experience across numerous industries. We have completed over 120 business sales, acquisitions, and private placements of middle-market companies. CenterPoint works with the top legal, tax and accounting firms so that your deal is supported by the best skills and advice available anywhere. From the planning stage to the marketing and final closing of the deal, CenterPoint delivers sage guidance and fearless representation throughout the process. CenterPoint M&A Advisors, Inc. is registered as a Broker-Dealer with the Securities and Exchange Commission and is a member of FINRA and SIPC.

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**FORESIGHT. STRENGTH.
STRATEGY. GUIDANCE.
AND SOMETHING
WE CALL HUSTLE.**

SELLING A COMPANY

CenterPoint will lead you through the entire process of selling your business to help you achieve the most successful outcome. We develop a client-specific plan to provide the best opportunities for success. First, we focus on properly preparing the business for sale as well as advising you on what to expect as the process unfolds. Second, we aggressively market the business to the most qualified strategic and financial buyers and create a competitive bidding process, which results in multiple offers. Finally, we tirelessly manage the closing process, making sure all parties stay true to negotiated terms.



BUY-SIDE ACQUISITION SERVICES

Growth through acquisition should be an integral part of any strategic business development plan. It can help you acquire new products and talented employees, as well as enter new markets quickly and cost effectively. CenterPoint is highly skilled at identifying potential sellers and structuring transactions that meet our client's acquisition criteria. We have helped numerous buy-side clients acquire over 70 companies ranging in size from \$1 million to \$120 million. Designing and implementing successful buy-side acquisition programs is one of our core strengths.

DEBT & EQUITY PLACEMENT

We help early-stage and mid-sized companies raise capital through the private financial markets. Whether you are a rapidly growing company that requires growth capital or a new enterprise with a promising business plan, we can help align your transaction with the right investors. We maintain relationships with hundreds of financing sources including private equity groups, senior debt lenders, subordinated & mezzanine debt lenders, venture capital firms and angel investors. Once we have negotiated the appropriate financing, we aggressively manage the due diligence process to ensure that the transaction closes properly.

CENTERPOINT M&A ADVISORS

CenterPoint really performed for us. They were able to get a highly interested group of strategic buyers and private equity firms to bid against each other for our company, and the price kept going up. By the time they were done, we felt very confident that the final deal on the table was truly the best.

*Michael Muhawi, Founder
Rain Creek Baking Company*

**CASE IN POINT:
A SWEET DEAL WITH
ALL THE INGREDIENTS
FOR SUCCESS.**



RAIN CREEK BAKING COMPANY manufactures and markets specialty fillo dough products and desserts including hand-crafted European-style baklava, macarons, strudels and nut tarts. The company's rapid growth created the need for additional capital and a professional management team. CenterPoint was given the task of finding a strong strategic partner that could pay the highest price and take the company to the next level. After a highly competitive bidding process which resulted in multiple offers, Rain Creek Baking Company was sold to Chicago-based Kronos Products, a leading Greek food processor, distributor and importer. Kronos is owned by a private equity group, Prospect Partners, LLC.



CASE IN POINT:

WE DIRECTED THE DEAL.

THEY TOOK A TURN

FOR THE BETTER.



SAFETY SYSTEMS HAWAII rents and sells traffic control products including directional signs, cones, barricades, crash attenuators and delineators. Founded in 1971, the company has become the largest supplier of traffic control and safety products in Hawaii. When the owner decided to sell, CenterPoint M&A Advisors marketed the company to a broad range of strategic buyers and private equity groups. Safety Systems was ultimately sold to Marwit Capital, which saw an opportunity to expand the business beyond Hawaii. The transaction allowed our client to diversify his personal wealth while continuing to guide the business as its President during an orderly transition.

Selling a business in Hawaii is not easy. When I finally decided to pull the trigger, I hired CenterPoint. They are aggressive negotiators and terrific advisors. Their experience saved me money and time, and got me a great price. They always looked out for my best interests. I was really glad to have them on my side.

*Albert Kanno, Founder
Safety Systems Hawaii*

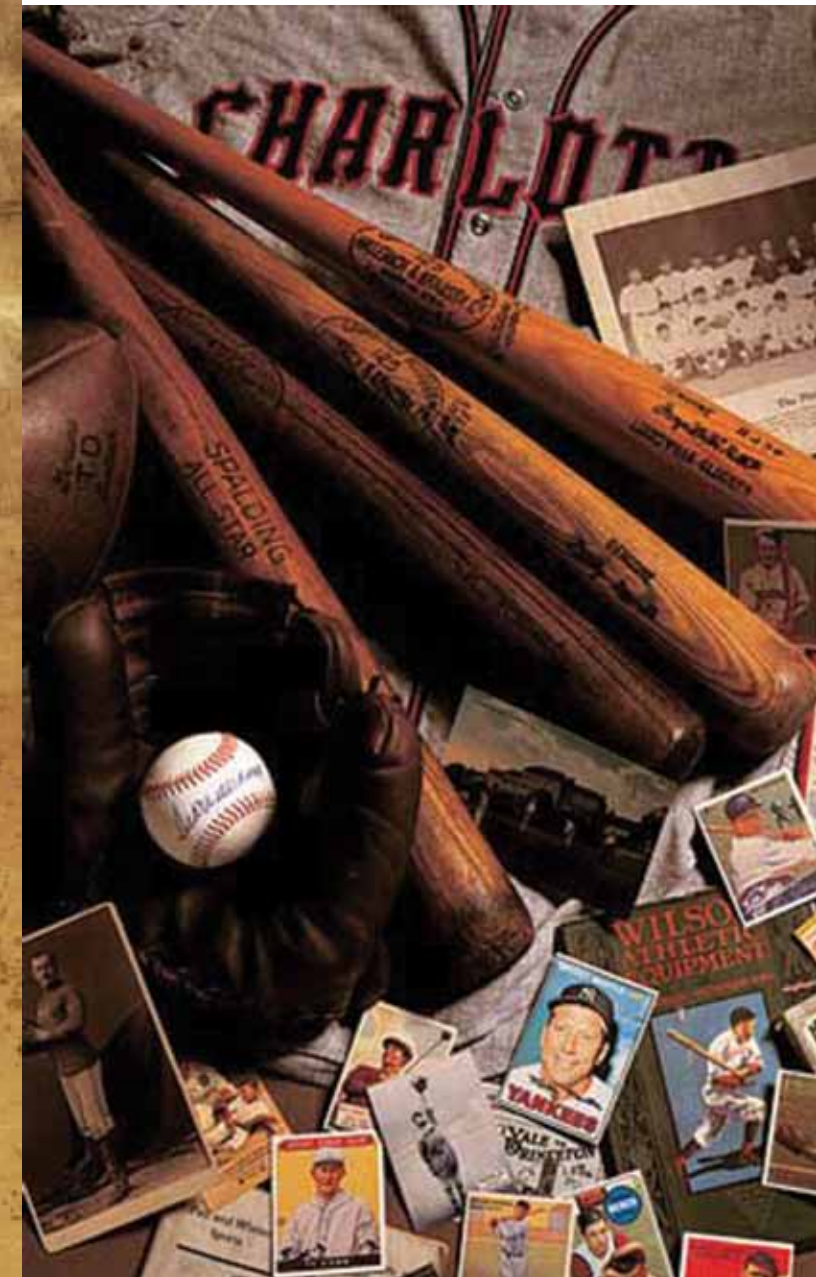


Ours was a complex transaction with several operating divisions, but CenterPoint M&A Advisors kept it on track until they found the right buyer at the right price. They made sure that we got the most favorable terms and negotiated every aspect of the deal all the way through the closing.

*Bruce Greenbaum, Co-Founder
Ultra-PRO*

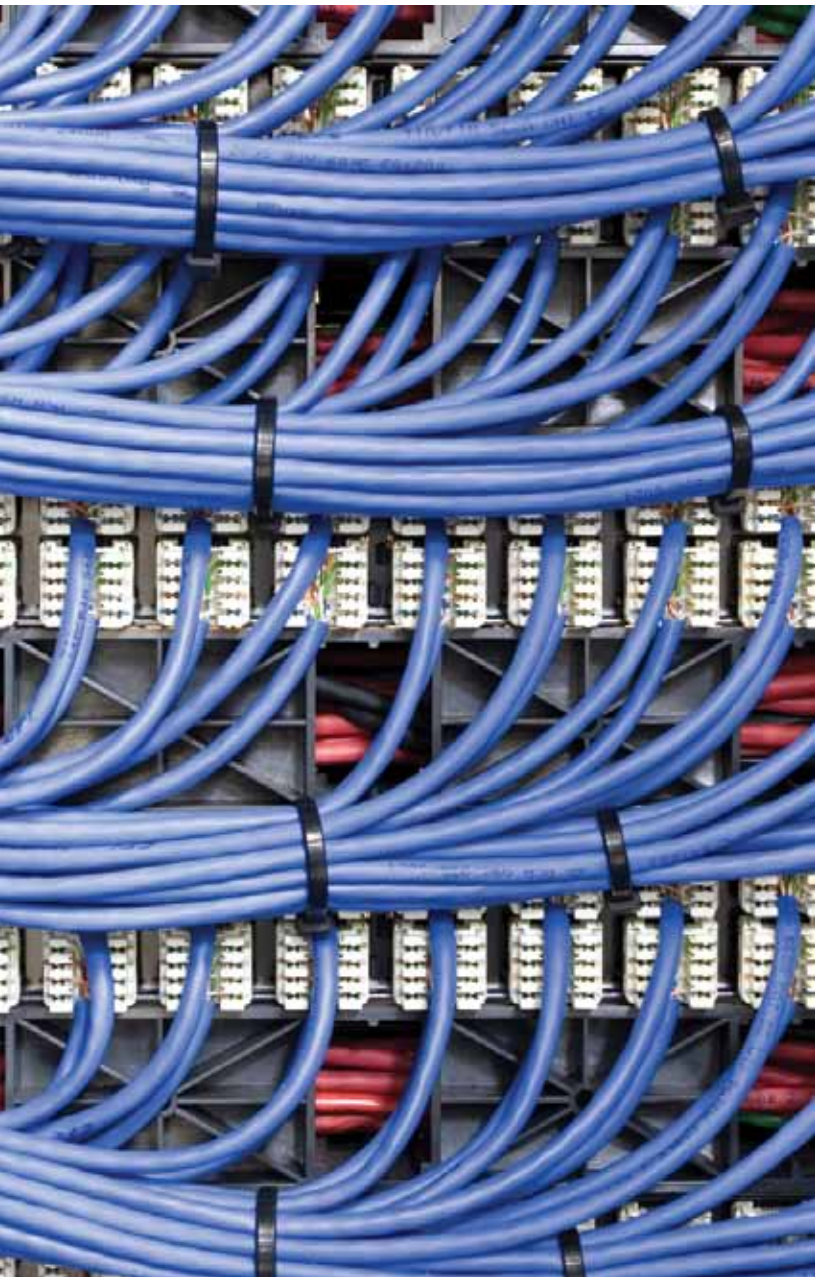


CASE IN POINT:
**THE ART OF PROTECTING
MEMORABILIA AND
FINANCIAL INTERESTS.**



ULTRA-PRO, LP is a niche hobby business that manufactures and distributes a broad line of archival-safe storage products for items such as trading cards, sports memorabilia, photographs and collectibles. When the owners decided to sell their business, CenterPoint M&A Advisors was challenged with finding both a buyer and operator, since the owners wanted to pursue their other business interests after the sale. CenterPoint conducted an extensive search and identified Marlin Equity Partners as the most appropriate buyer. CenterPoint finalized the deal, and Marlin Equity Partners brought in its own management team allowing our clients to exit immediately.

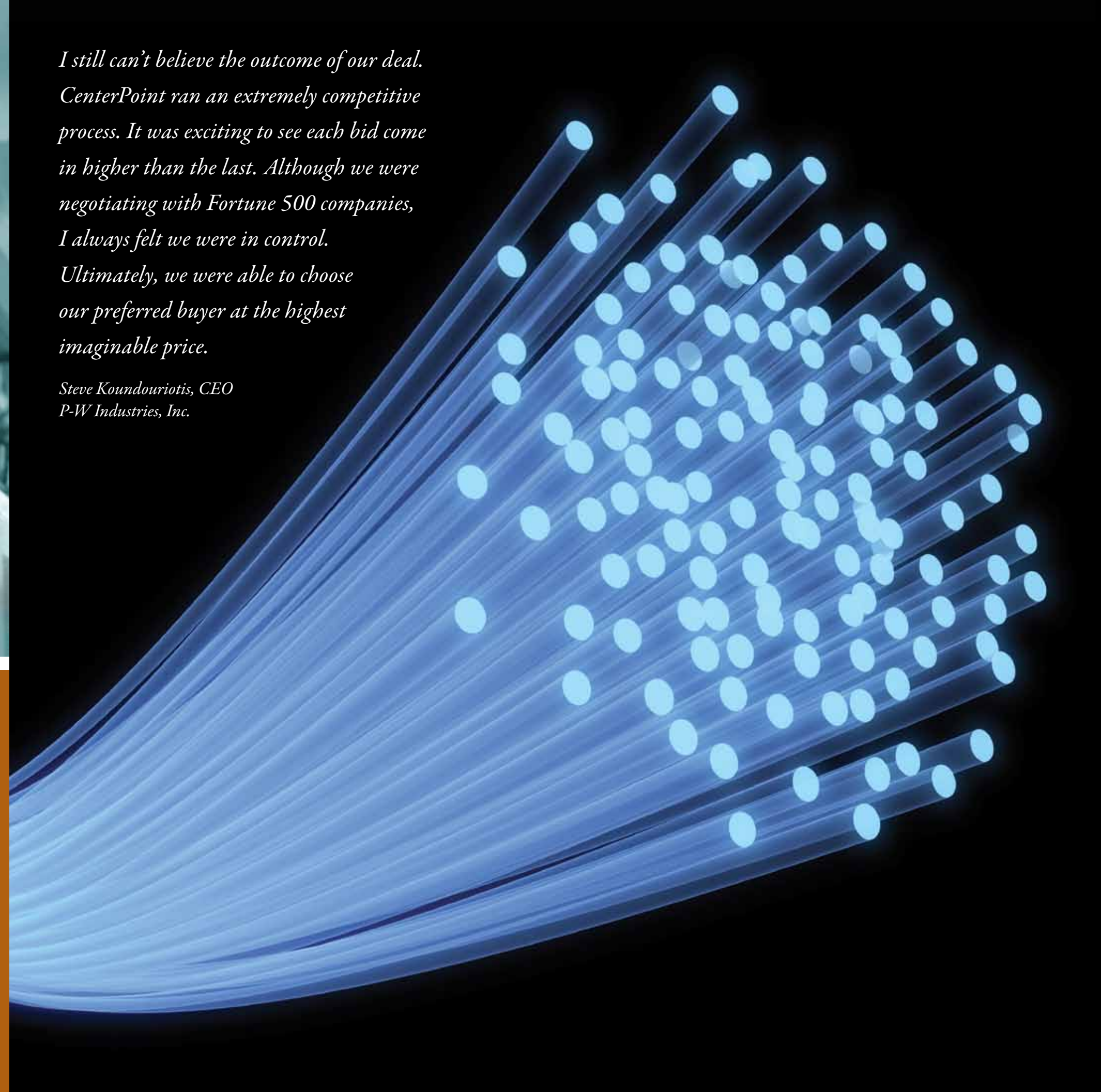
CASE IN POINT:
A DEAL THAT REQUIRED
SOME SOPHISTICATED
BEHIND-THE-SCENES SUPPORT.

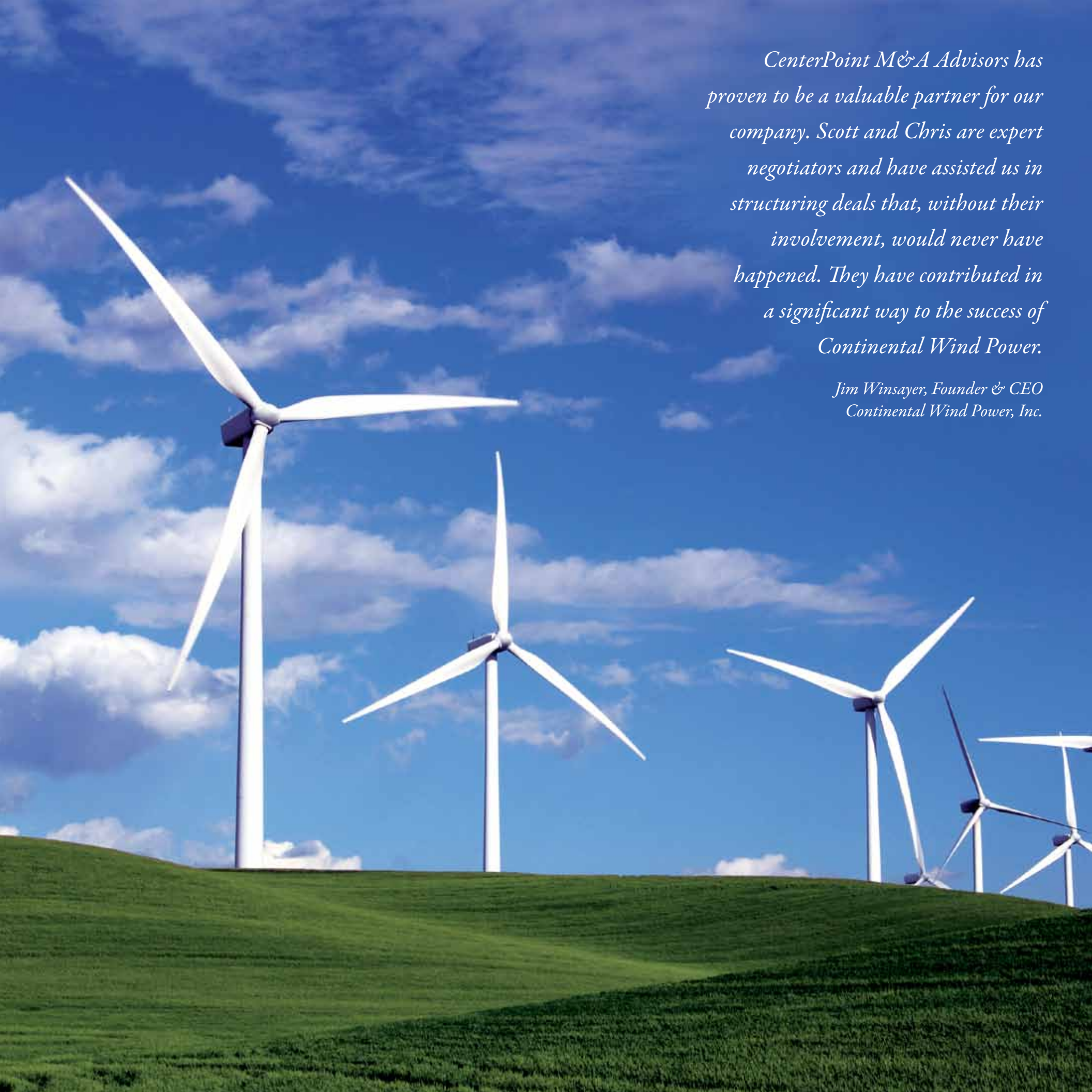


I still can't believe the outcome of our deal. CenterPoint ran an extremely competitive process. It was exciting to see each bid come in higher than the last. Although we were negotiating with Fortune 500 companies, I always felt we were in control. Ultimately, we were able to choose our preferred buyer at the highest imaginable price.

*Steve Koundouriotis, CEO
P-W Industries, Inc.*

P-W INDUSTRIES, INC. is one of the world's leading manufacturers of metal support systems called *cable trays*. These products carry electrical, communication and data cables throughout the infrastructure of large buildings such as hospitals, industrial plants, commercial offices and stadiums. CenterPoint conducted a controlled bidding process amongst a group of strategic buyers and private equity groups. It was an extremely competitive process resulting in offers from five multibillion-dollar companies, which substantially exceeded our client's expectations. The winning bidder was Legrand, a French manufacturing firm with \$5.5 billion in worldwide revenues.





CenterPoint M&A Advisors has proven to be a valuable partner for our company. Scott and Chris are expert negotiators and have assisted us in structuring deals that, without their involvement, would never have happened. They have contributed in a significant way to the success of Continental Wind Power.

*Jim Winsayer, Founder & CEO
Continental Wind Power, Inc.*

**CASE IN POINT:
FINANCING GREEN
POWER BEGINS WITH
BRAIN POWER.**

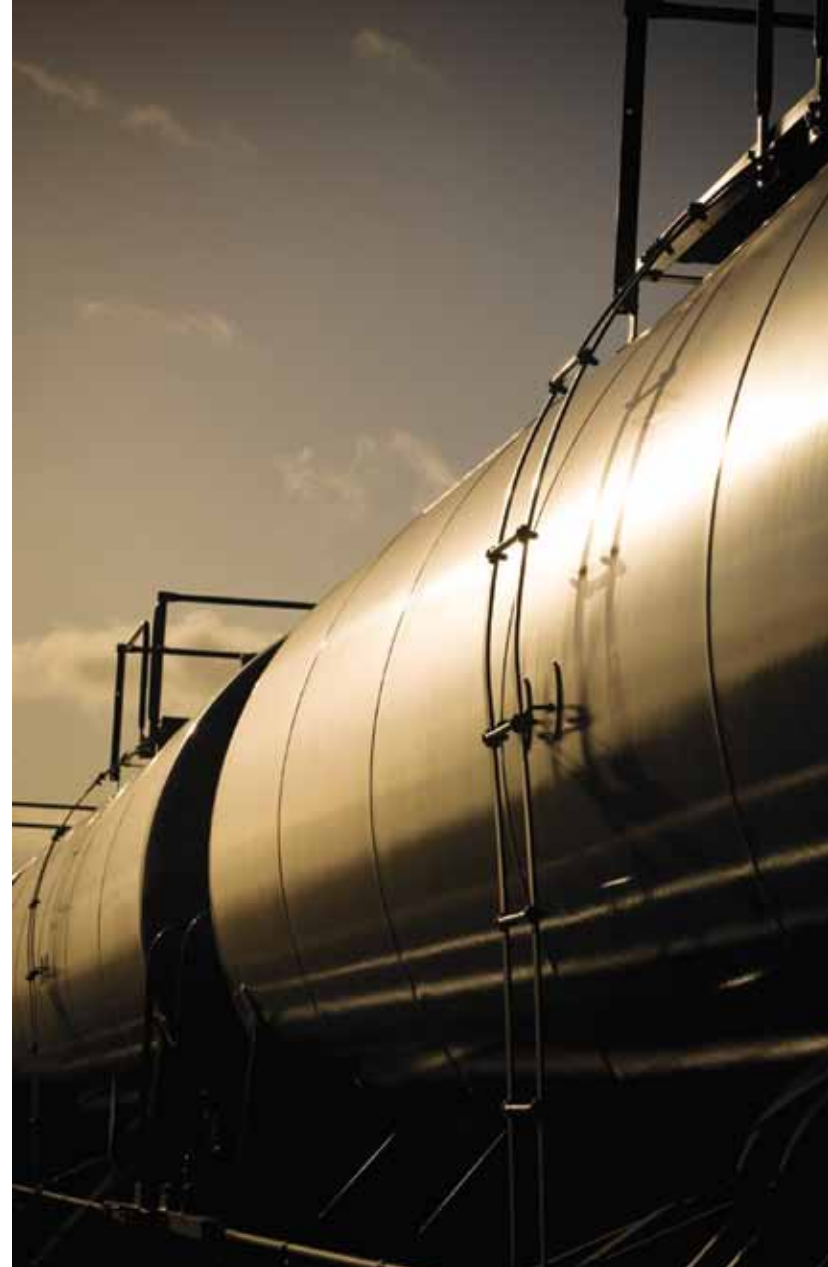


CONTINENTAL WIND POWER, INC. designs the world's most technologically advanced and efficient mid-size wind turbines. These turbines stand 187 feet tall and generate 360 kilowatts of electricity, enough to power 100 homes. The company required substantial capital to continue the development of the prototype and to begin production. During the credit crunch when venture capital dried up, CenterPoint approached non-traditional capital sources and successfully completed the financing with a combination of angel investors, corporations and component suppliers.

CASE IN POINT:
**THE PROCESS OF
CONVERTING WASTEWATER
INTO LIQUID ASSETS.**



AZURITE SERVICE COMPANY provides transportation, storage and disposal of saltwater, which is a by-product of natural gas and oil extraction. The company was owned by a father and son who built one of the largest independent operations of its kind in Texas with over 300 employees, 100 tanker trucks and eight operating facilities. The father wanted liquidity while the son wanted to continue to run the business after the sale. CenterPoint managed the entire sales process, and ultimately structured a transaction with Basic Energy Services (NYSE: BAS) for an all-cash purchase price. The son continued to run the company as a division of Basic Energy Services.



CenterPoint got us an all-cash deal at the highest market valuation. More importantly, they got our deal closed in the middle of a serious economic meltdown. They managed the entire process from start to finish. Fantastic job! We could not have done it without them.

*Billy Johnson, Co-Founder
Azurite Service Company*

CenterPoint M&A Advisors helped us acquire seven billboard businesses across the country. They identified the acquisition targets, negotiated the terms of the deals and then followed through to the closing. They weeded through hundreds of acquisition candidates, eliminating companies that did not meet our criteria and brought us only the deals that were a good strategic fit.

*Jim Matalone, CEO
NextMedia Outdoor
Advertising Division*

**CASE IN POINT:
GROWTH THROUGH
ACQUISITION IS
WORTH ADVERTISING.**



NEXTMEDIA GROUP, INC. is an out-of-home media company that owns and operates outdoor advertising properties and radio stations in mid-sized markets throughout the United States. The company generates revenue by renting billboards and selling radio air time to advertisers. CenterPoint M&A Advisors was hired to help NextMedia build its portfolio by acquiring billboard companies across the United States. Over a three-year period, CenterPoint was successful in facilitating the acquisition of seven billboard companies in five states.





**CHRIS
BANDOUVERIS,
PARTNER
& CO-FOUNDER**



Entrepreneurs take tremendous financial risks, sacrifice their time and overcome frustrating government regulations. It's gratifying to help them convert all of their hard work into financial security and allow them to pursue their dreams.

– Chris Bandouweris

Chris has advised business buyers and sellers in middle-market merger and acquisition transactions and private placements since 1992. Prior to co-founding CenterPoint in 2003, Chris was president of a middle-market investment bank, where he managed M&A transactions for over 13 years. Chris received his Bachelor of Arts degree from Georgetown University in Washington, D.C., graduating Magna Cum Laude. Chris was awarded the Commerce Associates Fellowship from the University of Southern California where he received his MBA, majoring in finance. Chris is registered with FINRA as a General Securities Principal and holds Series 7, 24, 63 and 79 licenses.



**SCOTT
BEREJIKIAN,
PARTNER
& CO-FOUNDER**



Selling a middle-market business is a complex and time consuming process, and there is no one-size-fits-all formula. Every company is unique and requires a specific action plan. The best outcomes are always achieved through attention to detail and hard work.

– Scott Berejikian

Scott has been advising middle-market business owners in merger and acquisition transactions as well as private placements of debt and equity since 1998. Prior to co-founding CenterPoint, Scott was Vice President of a middle-market Southern California investment bank. He also spent eight years in operations and business development for the hazardous waste disposal division of Waste Management, Inc. Scott received his Bachelor's degree in Aquatic Biology from the University of California at Santa Barbara, and earned an MBA in Corporate Finance from the University of Southern California. Scott is registered with FINRA as a General Securities Principal holding Series 7, 24, 63 and 79 licenses and is licensed as a California Real Estate Broker.



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