STAMFORD
CAPITAL, LLC

Mergers & Acquisitions
Investment Banking Advisory Services

The Firm

Stamford Capital LLC is an independent corporate advisory company, providing high quality advisory services, particularly mergers & acquisitions (M&A), divestitures, management buy outs (MBOs) and other strategic financial advisory services.

Based in Stamford, Connecticut, the firm is focused primarily on assisting middle market companies with revenues of $10 million to $100 million plus in a range of industries throughout North American and Europe. Stamford Capital represents both buyers and sellers and is typically engaged by a company's board of directors, owners, CEOs or officers. We add value by providing strategic, independent financial advice to companies on specific projects enabling management to continue to focus on operating and growing their businesses.

Stamford Capital provides services on specific transactions and the development of corporate strategy in the following areas:

- Mergers & Acquisitions
- Sales & Divestitures
- Management Buy Outs (Buy Ins)
- Financial Advisory Services
- Distressed Sector Services

We bring to our clients a unique combination of operational and mergers and acquisition experience attained at corporate entities in a range of industries throughout the world. We leverage this CEO-level experience in providing valuable and constructive advice designed to maximize shareholder value. Stamford Capital provides clients with inside and practical knowledge of the complex issues facing companies as they review their strategy regarding acquisitions, divestitures, recapitalization, MBOs and other options going forward.

We have hands on experience in all aspects of sourcing, planning the initial approach, negotiating the sale or purchase agreement, financing and closing the acquisition or sale of companies, divisions or groups. This experience includes assisting in transactions throughout the US and the UK, France, Italy, Spain, Japan, Philippines, Hong Kong, Singapore, Australia, New Zealand and Mexico.

Stamford Capital provides its clients with a single source to search and identify target companies for acquisitions and divestitures, evaluate purchase and sale proposals, and provide support along with the various legal and accounting advisors during the closing process.

For MBOs (and buy ins) and financial advisory services we advise on financing options as well as work with management on introductions to equity investors to provide the optimum solution until the MBO is completed.

Mergers & Acquisitions

During the life cycle of a company it's not uncommon to grow to a size where it needs additional market share ("critical mass"), new or enhanced technologies or more capacity to grow to the next level. This can be developed internally – often at great cost and/or timing – or it can be acquired, often with resulting cost synergies.

Stamford Capital provides assistance in the acquisition process. After careful review with the client company, we will research the appropriate industry, identify prospect companies, on an approved basis carefully approach these companies, and provide support in developing an offer strategy and in the due diligence, negotiation and closing phases.

The process includes the following:

- The formulation with the client of a written plan. The plan will include the client's strategic acquisition objectives, along with the acquisition plan and criteria
- Research the appropriate industry and identify target companies
- On an approved basis, approach the target companies with discretion to preserve confidentiality
- Provide support in developing an offer strategy and also support the client through the due diligence, negotiation and closing phases

Sales and Divestitures

During the life cycle of a company it may become advantageous for the owners to realize the value they have created in the company by selling it. Likewise it may become opportune for a group to sell off a division because it is non-core or for the purpose of raising cash for other development.

Stamford Capital works on a very confidential basis with business owners to identify potential buyers who view the purchase as strategic or synergistic to their financial needs.

We will assist throughout the whole process to:

- Perform an initial valuation of what the optimum buyer will pay
- Prepare, with the client, marketing material including the Confidential Information Memorandum
- Research the appropriate industry and identify qualified buyers
- On an approved basis, approach prospect buyers
- Evaluate offers and provide support to the client through the due diligence, negotiation and closing phases

Management Buy-Outs (Buy-Ins)

Stamford Capital provides advice, based on our extensive experience, to management teams wishing to acquire the company they work for from the existing shareholders. This includes buy ins and secondary buy outs. Advice is provided on alternative forms of financing along with introductions to sources of finance. We provide advice to potential buy-out management teams on various alternatives to both existing shareholders and potential sources of finance.

The process includes working with the management team to formulate a business plan which is incorporated into a Confidential Information Memorandum. Introductions are made to equity investors and/or other sources of finance and Stamford Capital will provide support to the management team on all aspects of finalizing and closing the MBO to a successful conclusion.

Financial Advisory Services

Stamford Capital provides a range of strategic advice to clients including long term corporate finance alternatives and aspects of business with a view toward planning the optimum exit strategy or additional financing to ensure the best possible return on investment for shareholders.

We provide advice to help you:

- Plan the future exit strategy of the company including the timing and the preparation needed. Includes analysis of competitors, positioning of technology and products, review of business plan, etc.
- Assessment of a structured exit including an action plan within the business to attract strategic purchasers/equity finance
- Review a plan to deal with factors that may affect value, e.g., taxes, structure, etc.
- Assess growth though acquisition models as an alternative medium to increase return on investment
- Formulate a post-acquisition integration strategy including cost and growth synergies and leveraging of technology
- Provide General Management/CEO level services

Distressed Companies

As an adjunct, Stamford Capital monitors the distressed business market and has extensive contacts with equity investors who are interested in this area. Stamford Capital can also find strategic buyers for this segment.

Fees

Stamford Capital's services can significantly increase the total return on a transaction. Typically for acquisitions and divestitures Stamford Capital works on a standard industry success fee basis along with a modest fixed cap retainer. For financial advisory services we work on an hourly or fixed contract basis. Please contact us for additional information about our fees.

Principals

Please see bio information attached to this brochure.

Contact

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