

Founded in 2003 by a team of seasoned investment banking professionals with broad industry and operational experience

Banking professionals each have over 35 years of experience

Work directly with "Middle Market" owners and entrepreneurs interested in financing or selling their businesses

Managed financings (debt & equity) and business sales for companies valued between \$3 million and \$350 million

Historical transactions totaling over \$3 billion

Leverage strong relationships with investors, lenders, industry participants and buyers

Best of both worlds: experience and expertise of a much larger firm with unyielding senior dedication, typical of a smaller firm

Agnostic and independent input/advice, only consider what is most appropriate for individual transaction

Creates competitive bidding environment among multiple potential buyers, substantially increasing probability of closing on best possible terms

Utilizes long-term relationships with hundreds of private equity and venture firms, lenders and strategic investors

Exclusively work with middle market companies

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### M&A

- \* Represent Sellers
- \* Differentiated 2-Step Process

### DEBT & EQUITY CAPITAL RAISES

### BANKRUPTCY SALES BANKRUPTCY REFI'S

## M&A – Sell Side Perspectives

- Requires a complete understanding of the Seller's goals and objectives
- No cookie cutter process. Every client is different so process must be customized to clearly address individual company goals and objectives
- Realistic and achievable expectations result from a market-based approach to business valuation
- A structured, well-organized and controlled sales process maximizes with both strategic and financial buyers
- Select the appropriate selling methodology to maximize results:
  - Negotiated sale versus controlled auction
  - Broad-based auction versus limited target auction
  - Strategic buyers versus financial buyers
  - Custom arrangements like pre-emptive offers
- Advise owners and key stakeholders through every phase of the process
- Avoid conflicts of interest between all constituent parties
- Superior results because of our combination of focus, experience and full team commitment to each assignment

### Develop the Financing Structure:

- Meet management objectives
- Address investor and lender requirements
- Address internal business concerns and stakeholder issues

### Financing Options:

- Traditional commercial bank financings
- Asset-based loans and lease transactions
- Subordinated/mezzanine financing
- Private placement of debt and equity with individual and institutional investors
- Non-traditional financing/hybrid financing/royalty financing and other
- Securities transactions conducted through Beechwood affiliate, Rockland Securities LLC, a FINRA broker-dealer and member of the SEC

### Controlled Financing Process

- Develop a clear understanding of the strategic objectives, financial position and operating parameters of Client
- Identify the appropriate capital sources
- Structure the transaction

## Debt and Equity Capital Raises

## Industry Experience

Consumer Products and Services	Media & Entertainment	Business Services	Financial Services
Distribution	Retail	Technology	Manufacturing
Telecom	Pharmaceuticals	Chemicals	Digital Content
Electronics	Energy	Healthcare	Medical Devices
Information Technology	E-Commerce	Internet	Software