



# CORPORATE OVERVIEW



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Founded in 1995, EBB Group is a boutique financial advisory firm that serves middle-market companies.

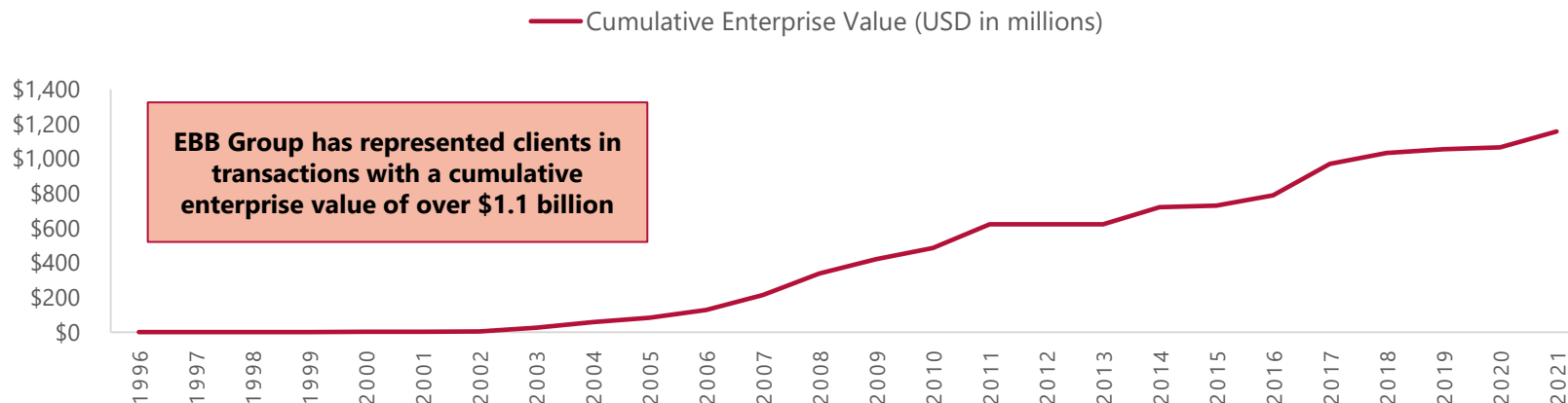
EBB Group was founded over 25 years ago when CEO, Eric White, began executing small-business M&A transactions by himself in Dallas, TX. Since that time, the firm has grown around a single principle: to be our clients' trusted advisor and partner as they seek to realize the full value of their businesses.

EBB Group has proudly represented entrepreneurs, family business stewards, and capable business leaders who have worked hard to grow the U.S. economy by taking risks and creating value. Our goal is to realize this value for our clients through M&A and capital markets transactions.



AXIAL

Q2 2020 League Tables



M&A Advisory



Capital Advisory



CFO Advisory

- Over 20 professionals who are highly experienced in M&A execution as advisors, sellers, and buyers
- Specializing in **discreet, targeted auctions** and **negotiated sales processes**
- Efficient and effective process execution leading to **better outcomes with less disruption** to clients' businesses during the process

WHAT WE OFFER





# ADVANTAGES TO PARTNERING WITH EBB GROUP

4

1



## Interdisciplinary Deal Teams

Every deal team comprises bankers with substantial M&A experience and seasoned finance professionals, including former CEOs, CFOs, and business owners. At least one senior-level banker is involved in all aspects of every transaction.

2



## Thoughtful Positioning

Leveraging our bankers' breadth of industry and deal execution experience, EBB Group develops a compelling narrative that highlights our clients' most important characteristics vis-à-vis buyer interests.

3



## Process Discipline

EBB Group adheres to a proven set of principles that are the foundation of our highly engineered M&A processes. We create concise, impactful marketing materials and thoughtful buyer lists, while carefully managing buyer communications and keeping our clients informed.

4



## A Personal Touch

EBB Group has been a trusted advisor for over 25 years by listening attentively, preserving confidentiality, understanding clients' personal and professional goals, and focusing on deals with win-win potential.





# EBB GROUP GENERATES WINS FOR OUR CLIENTS

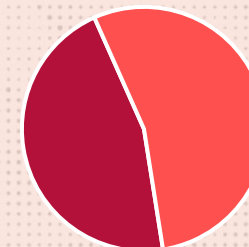
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—  
OVER  
**200**  
TRANSACTIONS  
OVER 28 YEARS  
—

## Favorable Terms

- ✓ Strong valuation
- ✓ Value-added buyers
- ✓ Fair net working capital
- ✓ Limited indemnity with short timeframe
- ✓ Reasonable seller transition period
- ✓ Earnouts only when necessary and only then on favorable terms
- ✓ Equity roll option

## Strategic Exits



■ Strategic Buyer ■ Financial Sponsor

## Select Client Testimonials

"I chose EBB Group because of their team and deep experience in middle market M&A. Tim and the EBB Team flawlessly executed an M&A process that resulted in a successful outcome for me and my team. We are very happy we chose EBB Group and look forward to the next phase of growth with our new partner Berenson Capital."

**Tracy Mills**

President

IDSolutions, Inc.



SOLD  
>  
TO

**Berenson  
& company**

"EBB used a defined step-by-step procedure to bring in a number of interested parties. EBB then walked us through the selection process and guided us through due diligence and closing. We faced a number of obstacles along the way, but Eric White and his team were not deterred. Eric never gave up on the deal and we eventually closed to everyone's elation."

**Tom Yeakley**

Owner & CFO

Superior Pipeline Services, Inc.



SOLD  
>  
TO





EBB Group provides a number of bespoke financial services to our clients.

We are committed to developing long-term relationships with our clients and often start work well before the client is ready to sell.



## M&A Advisory

EBB Group's professionals have over 100 years of cumulative M&A advisory experience. The team has led M&A transactions of enterprise values ranging from tens of millions to hundreds of millions of dollars across nearly every industry.



## Capital Advisory

EBB Group's professionals have raised millions of dollars in equity and debt for businesses across the full range of lifecycle stages, from early stage / venture through leveraged recaps for mature companies.



## CFO Advisory

Through our selective network of contract executives, we provide the ideal executive to lead your accounting / finance / administrative department or finance initiative, with a particular focus on preparing a business for an ultimate sale or capital raise.

## EBB Group's General M&A Process

6



Learn about the client's business, analyze strategic options, and assess a value range.

### 1. Initial Discussions & Valuation



Perform advisor business and financial diligence, prepare marketing materials, select buyers, and approach the market.

### 2. Engagement & Preparation



We gather and review buyer offers, manage buyer due diligence, and facilitate closing.

### 3. Assessment & Negotiation

EBB Group is focused on advising founder and family-owned businesses across multiple sectors, including:



Aerospace & Defense



Logistics & Distribution



Niche Manufacturing



Tech-Enabled Services



Construction, Mining, & Energy



Consumer, Food, & Retail



Healthcare



Business Services





## BUYER RELATIONSHIPS

EBB Group is very active in the capital markets and has daily interaction with leading **strategic** buyers and **financial** sponsors.

With our robust network and deep understanding of buyers' requirements, EBB has access to a **wealth of potential acquirers / investors** for each deal.

### Illustrative Financial Sponsor Relationships







## SELECT RECENT TRANSACTIONS

### RECENT TRANSACTIONS

The “tombstones” presented here are not a full reflection of EBB Group’s deal history. Some transactions cannot be displayed or disclosed in respect of client confidentiality.

*A list of references, covering both buy-side and sell-side entities, is available upon request.*

PRIVATE SALE





Sherman, Texas

HAS BEEN ACQUIRED BY




Dallas, Texas

PRIVATE SALE



Marietta, Georgia

HAS BEEN ACQUIRED BY



Humble, Texas

PRIVATE SALE



Chicago, Illinois

HAS BEEN ACQUIRED BY



Sterling Heights, Michigan

PRIVATE SALE



Norton Shores, Michigan

HAS BEEN ACQUIRED BY



North Canton, Ohio

PRIVATE SALE



Denison, Texas

HAS BEEN ACQUIRED BY



Columbus, Ohio

PRIVATE SALE





HAS BEEN ACQUIRED BY



A PORTFOLIO COMPANY OF



PRIVATE SALE



HAS BEEN ACQUIRED BY

WISTR, Inc.

PRIVATE SALE



Noblesville, Indiana

HAS BEEN ACQUIRED BY



New York, New York





## Situation Overview

- Intelligent Machine Solutions, Inc. (“IMS”) was a specialty manufacturer of engineered industrial automation components including robotic transport units. The Company’s headquarters is in Norton Shores, Michigan
- EBB Group and IMS had been developing a relationship for several years when IMS received an unsolicited bid from a very large strategic buyer. EBB Group and the Company decided to investigate the bid, and while it made sense initially, the transaction fell apart in diligence

## Highlights

- EBB Group executed a plan to address the diligence items with the Company while maintaining optionality to engage Timken in the near future or pivot to a broader process
- EBB Group’s efforts brought Timken back to the negotiating table
- EBB Group fiercely negotiated a favorable transaction structure for IMS



### Outcome

Acquired by Timken in 2021 for an undisclosed amount



## Situation Overview

- Lori’s Gifts is a national gift store chain with 350+ units that is primarily located within healthcare facilities across the United States
- The business was owned the Lavin family of Chicago (who had previously owned and sold Alberto-Culver for \$1.6 billion)
- The sellers had aggressive valuation expectations and would not sell the business for less than \$50 million

## Highlights

- EBB Group clearly articulated the Company’s compelling differentiators and growth story to the buyer universe
- EBB Group supported the narrative with quantitative analyses clearly defining both current-year EBITDA and future growth
- EBB introduced the Company to Atlantic Street Capital who understood the Company’s value proposition and ultimately paid a premium for the business




### Outcome

Acquired by Atlantic Street Capital in early 2018 for \$52 million






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SCAN FOR VCARD