

An M&A Advisory Firm for the Southern Business Owner.

Wall Street Capabilities. Casual Approach. Aggressive Work Ethic.



Southern M&A is a professional mergers and acquisitions firm with a unique blend of successful experience and project flexibility, offering services in situations where most larger investment banks, who are frequently bound by regulatory and political bindings, choose to avoid.

**Integrity is the capstone of our success. Relationships are what we value most.**

## Our Services:

### **Business Transition** -

Sell all or a majority of your company for liquidity or retirement.

### **Recapitalization** -

Sell a majority or a minority portion of your company to provide a combination of debt relief and personal liquidity.

### **Growth Capital** -

Provide growth capital for your company in the form of an equity investment from a private investment company.

## Industry Focus:

We have special relationships with buyers and investors that are interested in a broad spectrum of industries and have also brought about success in unique industries such as:

- **Manufacturers (of any size)**
- **Business Services**
- **E-Commerce and SaaS**
- **Industrial Technology**
- **Niche Wholesale**

... among many others.

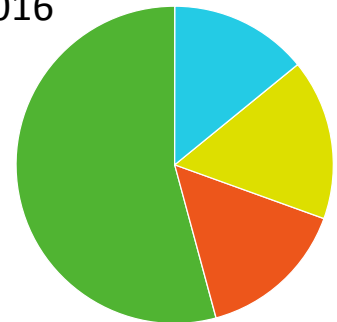
## Percentage Of U.S. M&A Transactions By Company Value in 2016

■ **1 - 25 Million : 54.2%**

■ 25 - 50 Million : 15.3%

■ 50 - 100 Million : 16.4%

■ 100 - 200 Million : 14.1%



\*Businesses valued between 1 and 200 million U.S.D. - Estimated (source: statista.com)

## Our Flexibility:

### **Unique Situations** -

We understand and appreciate the not-so-ordinary situations created by entrepreneurs who think outside the box. Our team has completed deals from \$1 million to \$126 million in size.

### **Distressed Situations** -

Sometimes business owners cannot anticipate unexpected adverse scenarios that negatively affect their business. We have extensive experience working with such situations. We can work quickly to recapitalize your company and keep the doors open.

### **Venture Capital** -

Companies that are generating revenue and commercialized with significant value in their intellectual property are great candidates for early stage growth capital. Typical uses for this capital include operations, expansion, debt relief, and individual shareholder buyouts.

## For More Information

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