



BEACON

M E R G E R S & A C Q U I S I T I O N S



WHAT WE DO

North America's leading Lower Mid-Market M&A Advisory

Beacon is a mergers & acquisitions advisory and business brokerage firm with offices in Toronto and Washington D.C.

We offer end-to-end services throughout the entire sell-side process including, business valuations, confidential marketing, buyer screening negotiation and due diligence support.

Our focus is on maximizing value for our clients and ensuring a smooth transition which allows clients a clean exit while maintain the longevity of their business



Business Valuations



Transaction Advisory



Debt Financing Solutions

OUR PROCESS

Beacon is a full-service transaction focused M&A advisory



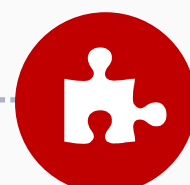
Business Valuation

The valuers at Beacon understand value drivers and the process of value creation.



Confidential Marketing

Deals are broadcast far and wide on the most frequented platforms so that they have the most exposure in the shortest period.



Buyer Screening

We invite credible buyer candidates with a strong track record, who demonstrate integrity and professionalism at every step of the negotiation process.



Deal Negotiation

When it comes time to close the deal, there is little left to negotiate except for transition, timing and price.



Closing

Trusting Beacon's knowledge and experience will ensure a smooth transaction and post goal transition.

500+ Completed Valuation Engagements

Valuation

We have the expertise to satisfy any business evaluation needs.

Due Diligence

Trained to quantify downside risk and verify authenticity of operations.

Opinion of Value Reports

Detailed report outlining the business' value and strengths.

WHAT WE DO

Business Valuations

Business valuations can serve many purposes for business owners. As a result, the complexity of valuation will reflect the intended purpose of the report.

Beacon offers clients comprehensive Broker Opinion of Value reports and Chartered Business Valuations reports to assess a company's current value.

Our valuers provide analysis with impact, whether aimed at financial reporting, tax, mergers and acquisitions, strategic planning, business restructuring, or dispute and litigation purposes.



WHAT WE DO

Transaction Advisory

At Beacon, we provide a full range of business broker services including valuations, qualification, and pre-screening of prospects, targeted confidential marketing to qualified buyers, and assistance in negotiation and the due diligence process.

We guide our clients throughout the process and offer a flexible range of services to suit the client's specific needs.



Focus on Small-to-Medium Sized Businesses

We offer cost-effective tailor-made solutions specifically designed to address the needs of privately-held small to medium sized businesses. Typically, this level of expertise, experience, and service is only available to large corporations however, we advise businesses with revenue between \$1 million and \$50 million.

150+

Completed Transaction Engagements



WHAT WE DO

Targeted Buy-Side Acquisition Advisory

In addition to extensive experience on the sell-side, Beacon conducts professional, targeted acquisition searches for clients looking to acquire companies within specific industries and geographic areas

We assist clients through every step of the process including:

- Defining acquisition criteria
- Researching acquisition targets
- Contacting selected companies
- Reviewing and evaluating targets
- Facilitating buyer-target dialogue
- Completing the transaction

Beacon approaches acquisitions professionally, confidentially, and effectively.

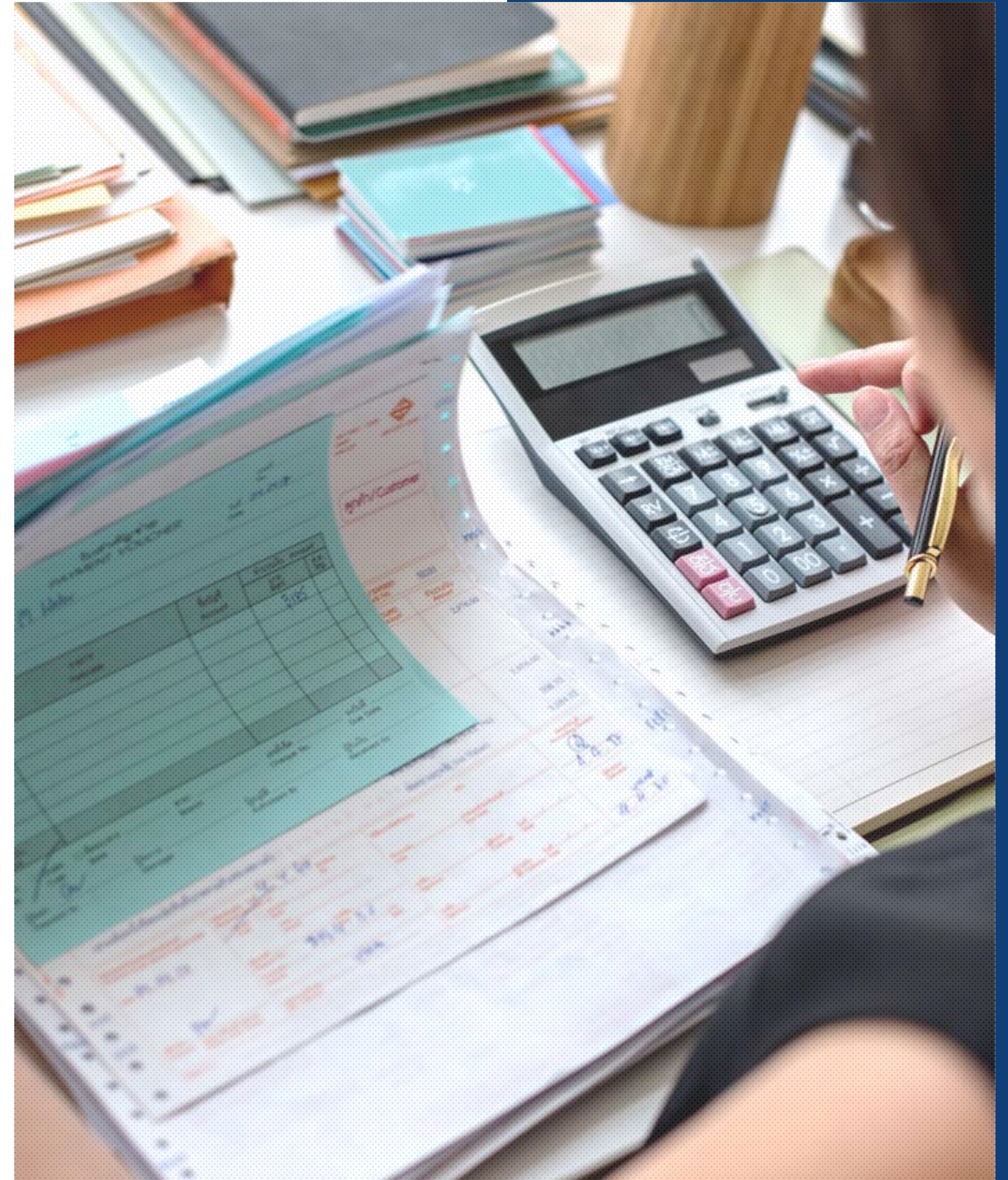
WHAT WE DO

Corporate Debt Financing

We also work with entrepreneurs, business owners, corporate management and lenders to build a complete package that enables the business to obtain the right financing at competitive rates.

Beacon's Corporate Finance Advisory group has deep relationships with a diverse network of capital providers. This allows us to assist in selecting and negotiating the best possible financing transaction for our clients. Our proprietary relationships include:

- **Private Credit Funds**
- **Asset-Based Lenders**
- **Mezzanine Funds**
- **Strategic Investors**
- **Private Equity Funds**
- **Commercial Banks**



HOW WE DO IT

Seasoned Professionals

No two businesses are alike. So it follows that our team comes from a diverse range of professional experience and business backgrounds. Our brokers and advisors join us from banking, real estate, corporate and legal industries.

Technology-Driven Practices

We believe that there are better, more efficient ways of serving our client's time and resource. With that in the forefront of our processes, we employ the latest technology in all areas related to confidentiality, valuations, marketing, and financial disclosure in our practice.

Complete Confidentiality

Confidentiality is at the heart of each transaction and at every step of our process. We use secure and encrypted data rooms to store our client's financial information and employ various technologies to ensure business owners can continue to operate while the opportunity is being marketed discretely.



HOW WE DO IT

Global Marketing Strategy

Whether the buyer is a public company from the E.U., private equity from the U.S. or an investor group from Asia, our marketing strategy is global in reach. We can solicit interest from business owners, high net worth individuals, corporations, institutional investors and other industry professionals and pick the right buyers for every opportunity.

Cutting-Edge Processes

We employ a methodology in our practice that allows us to get more deals done in a shorter period of time. Once identified, buyers, enter our process and are quickly engaged and filtered through. What remains are highly motivated and eager prospects that then enter our Buyer Screening regimen.



15,000+

Contacts

150+

Combined Years of
Experience

Recent Transactions



SKY ZONE®
TRAMPOLINE PARK

GTA Sky Zone Parks

was acquired by

CircusTrix



Affinity Electronics of Canada Inc.

was acquired by

Drexel Industries



Fulcrum Media

was acquired by

Stagnito Partners LLC



Recent Transactions



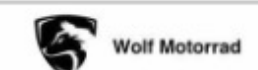
PMMI International Ltd.
was acquired by
Docap



Arrlin Interior Supply
was acquired by
Yvon Building Supply Inc.



Rand Electric Inc.
was acquired by
Corporate Buyer



Recent Transactions



Decision Point Research

Decision Point Research Inc.
was acquired by
Terranova Partners LP



SoftTouch Solutions
was acquired by
Adatasol Inc.



Complete Electrical Services Inc.

Complete Electrical Services Inc.
was acquired by
Corporate Buyer



Recent Transactions



Heartland Food Products Canada
was acquired by
Corporate Buyer



Sunpeak Foods Inc.
was acquired by
ATG Food Inc.



Nostra Gourmet Foods Inc.
was acquired by
Premier Polmarex Inc.





OUR INDUSTRIES SERVED

Beacon’s team brings extensive experience in transactional work across various industries.

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|-----------------------------|-------------------------------|----------------------------|
| Automotive | Wellness, Fitness & Lifestyle | Professional Services |
| Business Services | Food & Beverage | Services and Contracting |
| Construction & Engineering | Healthcare | Software & IT Services |
| Consumer, Brands and Retail | Manufacturing & Industrial | Transportation & Logistics |
| Education | Media & Telecom | Wholesale & Distribution |

WHO WE ARE

Global Offices

Canada

20 Bay Street, Suite 1120

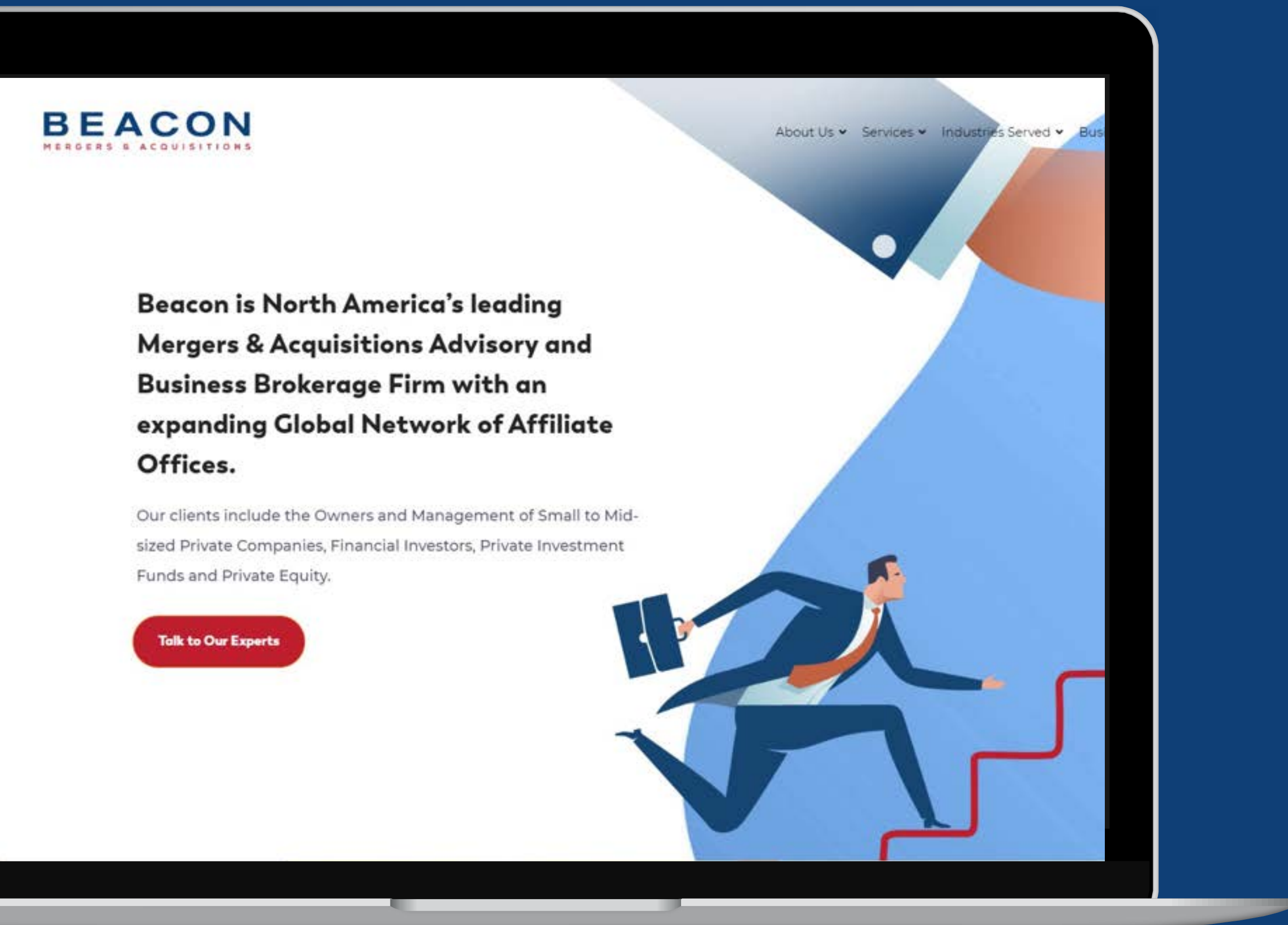
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United States

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Washington, D.C. 20007





CONTACT US

Let us know how we can help.

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