



# BEACON

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





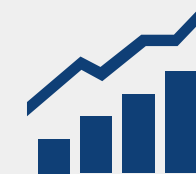
## WHAT WE DO

# North America's leading M&A Advisory & Business Brokerage Firm

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



Targeted Buy-Side  
Acquisition Advisory



Real Estate



**OUR PROCESS**

**Beacon is a full-service solution, providing our clients with services they need when selling their businesses.**



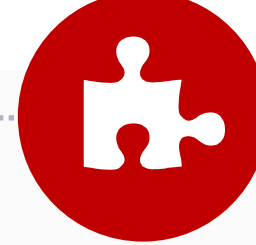
**Business Valuation**

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.

## WHO WE ARE

### Alex Shteriev

MBA, CBI, IM&A, M&AP

Alex joined Beacon after spending time as a business intermediary, and several years in managerial direct investment and advisory roles with SEE Capital Management, and Robert Charles Lesser & Co. Alex brings to the team sound understanding of the deal negotiation, and structuring process, and is also responsible for Beacon's hiring and mandatory training process for new associates.

### M. Will Fischtein

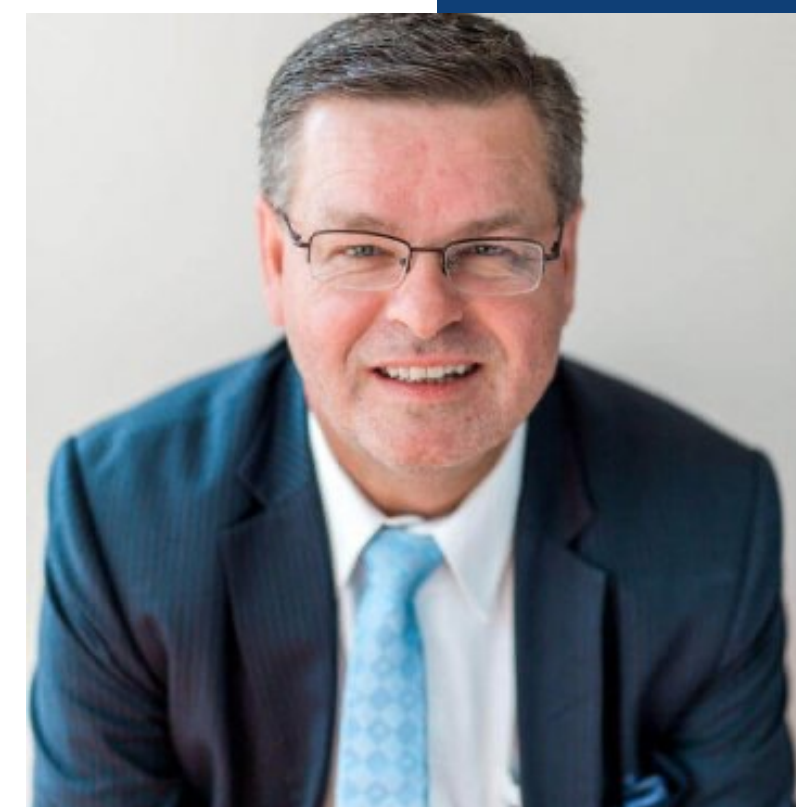
JD, MBA, CBI, IM&A, M&AP

Will brings over twenty years of deal facilitation and transactional experience as both a commercial litigation lawyer, seasoned business intermediary, and serial entrepreneur. At Beacon, Will specializes in corporate finance, valuations and sell-side engagements. Will started his career in operations at a pioneer Internet company in New York City focused on supply chain management and technology.

### Sven Brennecke

MBA, CBV

Sven brings over 20 years of professional experience to the team at Beacon. His forte is in Business Valuation, Business Planning and Corporate Strategy having executed numerous engagements for clients. He holds a BComm from the University of Windsor as well as an MBA with a Finance Specialization from the University of Calgary. He is a member of the Canadian Institute of Chartered Business Valuators, holding the CBV designation. Sven can provide an unbiased assessment of a business that is fair to both the buyer and seller, which takes into account the sellers' requirement on exit.



## 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.

Beacon conducts valuation under valuation standards in line with the [Chartered Business Valuation Institute \(CBV Institute\)](#) and the [International Valuation Standards Council \(IVSC\)](#), as required by our clients.





# Serving Mid-Market Companies and Business Owners Since 2008

[https://www.beaconadvisors.com/  
completed-transactions/](https://www.beaconadvisors.com/completed-transactions/)

## OUR VALUATION TRACK RECORD

**\$2B**

Combined Client Revenue of  
Completed Engagements

We have assisted clients in a wide range of industries and sectors with revenues ranging from 1 million to over 100 million.

**500+**

Completed Valuation  
Engagements

We utilize sophisticated quantitative methods that weigh multiple data points and market variables to assess a business's value and determine its worth.

**98%**

Value Estimate vs. Sale Price  
Achieved

Beacon Valuations uses real time market data in its methodology which results in valuation estimates that accurately match true market conditions.

OUR GLOBAL PRESENCE

Member of  
**PandionPartners**  
INTERNATIONAL MERGERS & ACQUISITIONS



Best In Class Global Network And Expertise

Clients & Buyers From EMEA & North America

Best Practices And Standards

95 Professional Advisors  
33 Global Offices

*Our reach and expertise sets us apart from other M&A advisory offices*





## 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



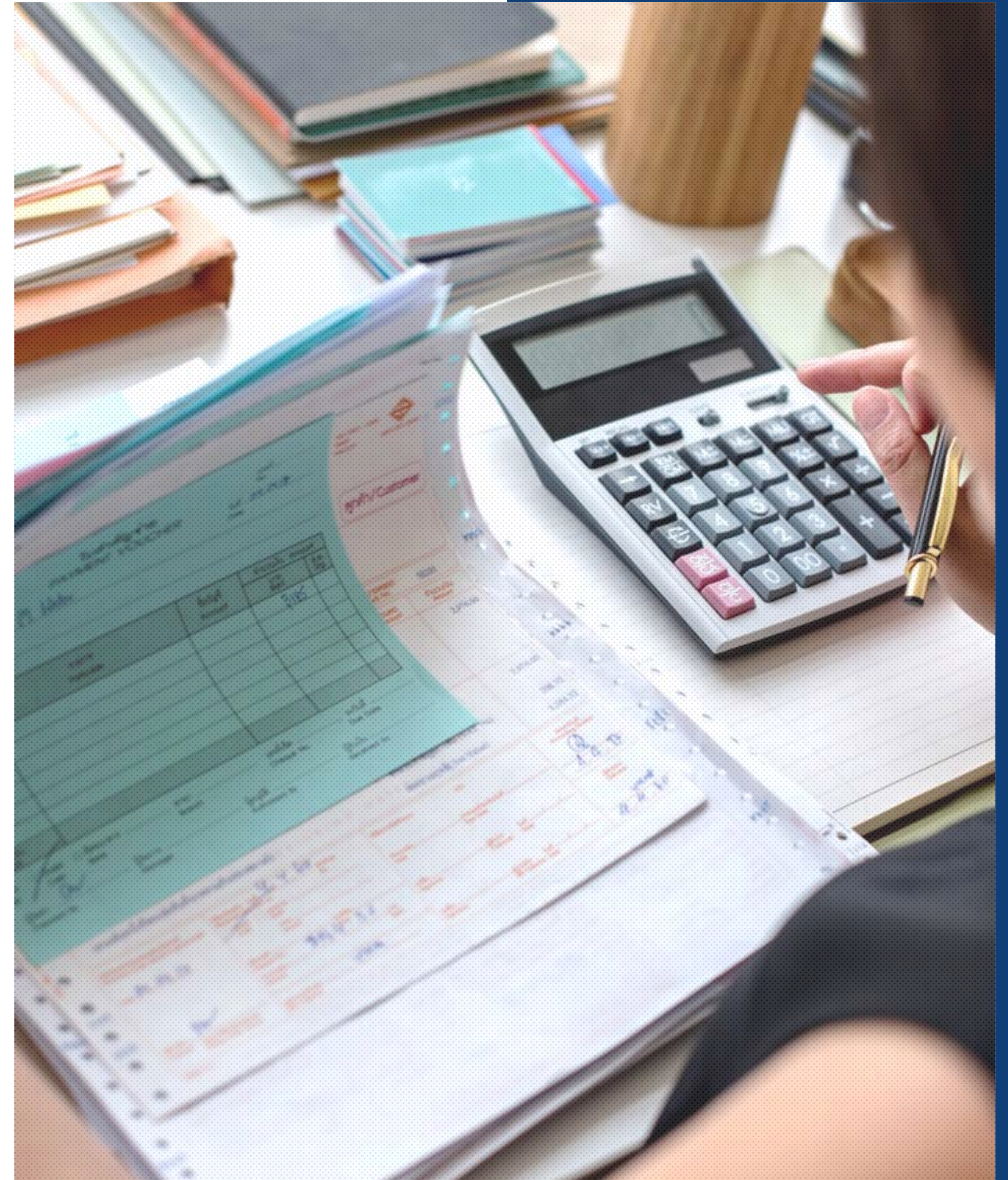
## WHAT WE DO

# 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





WHAT WE DO

## Real Estate

Beacon real estate experts leverage relationships with business owners, institutional investors, property developers, other industry professionals and local entrepreneurs across the commercial property sector to give clients access to exclusive opportunities.

<https://realestate.beaconadvisors.com/>



### Commercial Real Estate Sales & Leasing

Acquisition and disposition services for industrial, land, multi-family, office, and retail.



### Lease Negotiation & Analysis

Tenant representation to sign or renew a lease under the best possible terms.



### Real Estate Valuation & Advisory

Unparalleled market knowledge to provide real estate appraisals and valuations.



### Property Management

Tenant and landlord representation in new leases and renewals.





## 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.



OUR VALUATIONS

# Professional Business Valuation Services

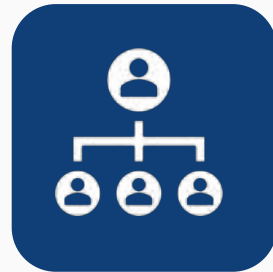
There are various situations when you may need a business valuator to assess your business. We provide professional business valuations for the following purposes:



MERGERS, ACQUISITIONS  
& DIVESTITURES



FINANCIAL  
REPORTING  
PURPOSES



MANAGEMENT  
INTERNAL  
MONITORING



LITIGATION AND  
QUANTIFICATION OF  
DAMAGES



SHAREHOLDER AND  
MANAGEMENT  
BUYOUTS



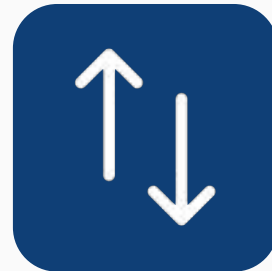
PARTNER &  
SHAREHOLDER  
DISPUTES



TAX & ESTATE  
PLANNING



EMPLOYEE STOCK  
OPTION PLANS  
(ESOP)



CORPORATE  
REORGANIZATION  
TITLE



FAMILY LAW AND  
DIVORCE



## HOW WE DO IT

### Seasoned Professionals

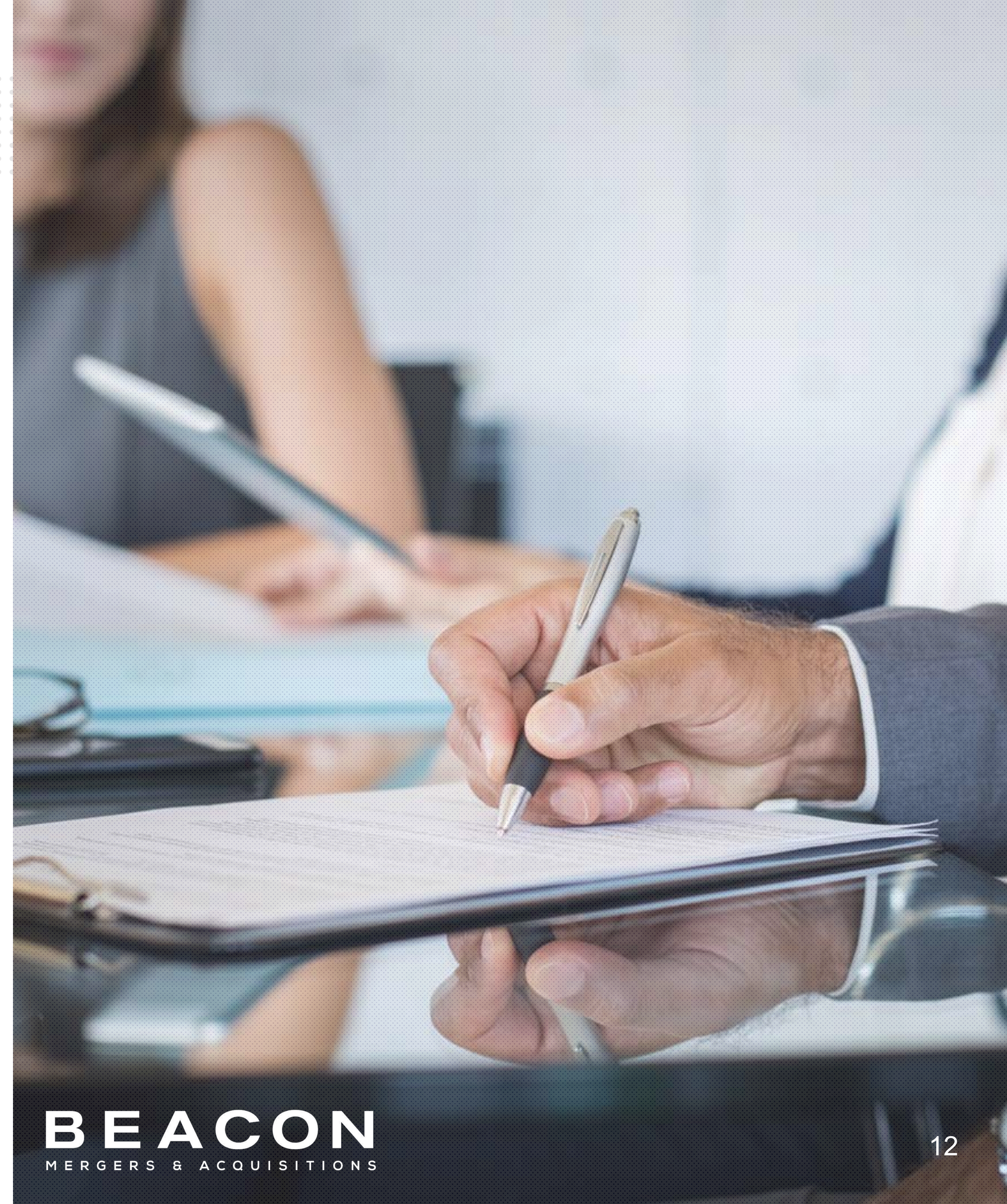
No two businesses are alike. So it follows that our team comes from a diverse range of professional experience and business backgrounds. Our brokers and advisors join us from banking, real estate, corporate and legal industries.

### 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.



**25,000+**

Contacts

**150+**

Combined Years of  
Experience






## Our Affiliations






RECENT TRANSACTIONS



GTA Sky Zone Parks  
was acquired by  
US-based Private Equity Firm




Affinity Electronics of Canada Inc.  
was acquired by  
Drexel Industries



Fulcrum Media  
was acquired by  
Stagnito Partners LLC




PMMI International Ltd.  
was acquired by  
Corporate Buyer



Rand Electric Inc.  
was acquired by  
Corporate Buyer




Arrlin Interior Supply  
was acquired by  
Corporate Buyer



Decision Point Research Inc.  
was acquired by  
Terranova Partners LP



Heartland Food Products Canada  
was acquired by  
Private Buyer



Complete Electrical Services Inc.  
was acquired by  
Private Buyer



SoftTouch Solutions  
was acquired by  
Adatasol, Inc.





## OUR INDUSTRIES SERVED

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

Automotive

Business Services

Chemicals

Construction & Engineering

Consumer, Brands and Retail

Education

Energy, Environment & Natural

Resources

Entertainment

Food, Beverage &

Agribusiness

Healthcare & Life Sciences

Machinery

Manufacturing & Industrial

Media & Telecom

Online Business

Travel

Paper, Plastics & Packaging

Professional Services

Real Estate

Services and Contracting

Software & IT Services

Transportation & Logistics

Wellness, Fitness & Lifestyle

Wholesale & Distribution



WHO WE ARE

# Global Offices

**United States**

Beacon Tower, 20200 W Dixie Hwy Suite 902, Miami, Florida 33180

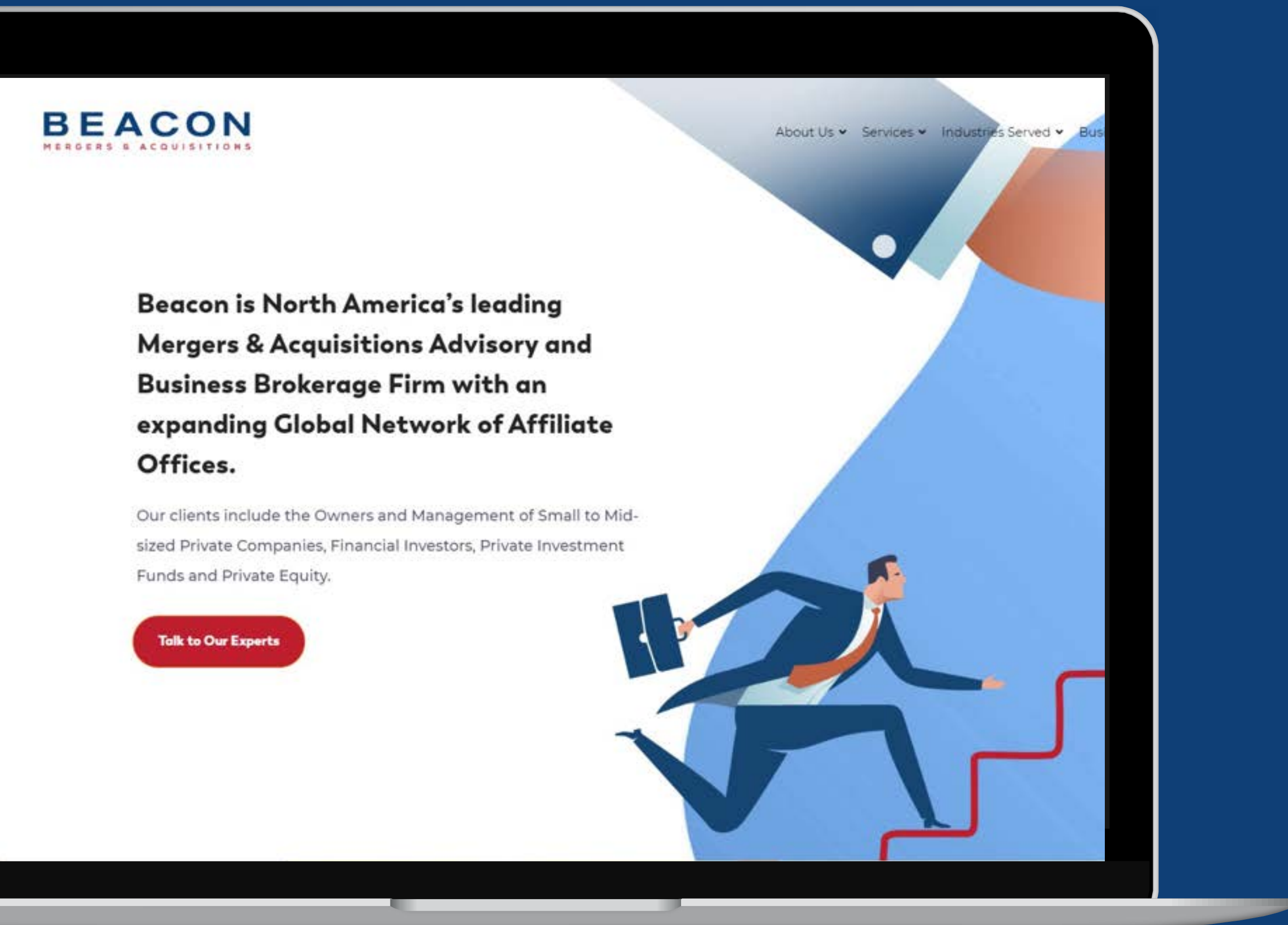
1247 Wisconsin Ave NW, Suite 201 Washington, D.C. 20007

Wilshire Bundy Plaza, 12121 Wilshire Blvd Suite 810, Los Angeles, California 90025

**Canada**

WaterPark Place 20 Bay Street, Suite 1120, Toronto, Ontario M5J 2N8





**CONTACT US**

**Let us know how we can help.**

**M. Will Fischtein, J.D., M.B.A.**

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(866) 282-0691



[www.beaconadvisors.com](http://www.beaconadvisors.com)