



SILVERWOOD PARTNERS

High-quality investment banking.
In-depth industry knowledge.



Silverwood Partners is an investment banking firm focused on industries undergoing rapid expansion or transformation. Silverwood specializes in merger & acquisition advisory services, financial and strategic advisory services, and private capital financing capabilities for public and private companies in selected industry sectors.

Silverwood's sector-focused approach allows the firm to develop in-depth industry knowledge and comprehensive research on factors influencing Silverwood's target industries. The firm's proprietary knowledge is used to provide insight to corporations, institutional investors, private equity firms and venture capital firms, assisting them in strategic decision making and investment evaluation initiatives.

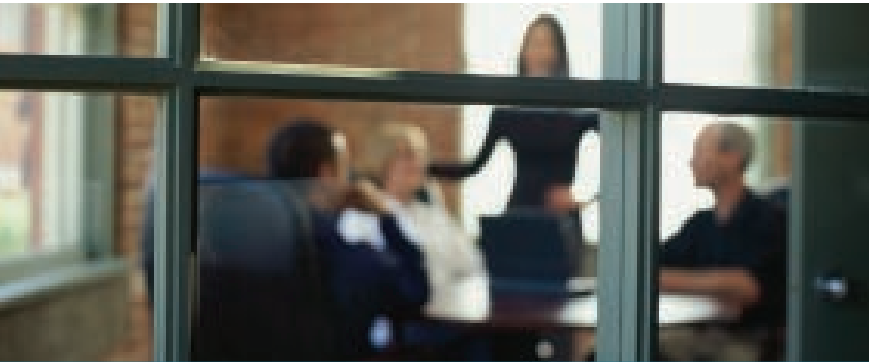
Silverwood's principals have advised some of the leading companies in the firm's industry sectors, and have been involved in transactions ranging in size from millions of dollars to billions of dollars.

Working with Silverwood Partners

Silverwood Partners provides mergers & acquisitions advisory services for companies valued in excess of \$10 million and private placement advisory services for financings greater than \$5 million.

Silverwood is typically engaged for transactions that are significant events in the life of a corporation — the sale of the business, a material acquisition, or an important financing.

Silverwood's investment banking services are differentiated by the industry knowledge, creativity, technical excellence and commitment of the firm's professionals. Most importantly, Silverwood's professionals recognize that, irrespective of deal size, each transaction is critically important to the client concerned and each engagement receives the full focus and commitment of the firm.



Meeting the Challenges

For established public or private companies, frequently the principal challenges are focusing on the best business opportunity and executing a plan to maximize that opportunity through divestitures of non-core business units, selected acquisitions or a sale of the corporation. For growing private companies, typically the principal challenges are financing and managing growth. Silverwood utilizes a number of proprietary tools and resources to provide responsive services to its clients:

Deep knowledge and experience in Silverwood's focus business sectors

Strong relationships with key corporate decision makers who are actively pursuing strategic investments and acquisitions

A substantial annual investment in primary and secondary research in the industries that are a focus for Silverwood Partners





Silverwood's Service Areas

Silverwood's professionals have decades of combined experience advising businesses undergoing strategic change — a merger, acquisition, divestiture, or a financing event. The firm provides expert advice in the following areas:

MERGERS & ACQUISITIONS The business environment is constantly changing in response to customer demands, technology developments and competitor actions. Increasingly, an acquisition of another business or the sale of all or part of a business is the most effective way of responding to change.

Silverwood Partners provides comprehensive mergers & acquisitions transaction execution capabilities, including:

Corporate Sale and Divestiture Advice	Strategic Partner Identification
Corporate Acquisition Advice	Strategic Pro Forma® Analysis
Management Buyouts	Complex Transaction Advice

PRIVATE PLACEMENTS Silverwood Partners understands the fundamental strategic and execution issues faced by the firm's clients. With the benefit of many years of investment banking experience, the firm's principals also understand the objectives and perspectives of institutional investors. Silverwood aims to bridge between the standpoints of issuer and investor through assisting clients in developing a compelling investment thesis, in due diligence and through focused distribution initiatives.

Silverwood Partners provides institutional private capital raising capabilities for:

Private Placements of Public Equity (PIPEs)	Growth or Late Stage Financing for Private Companies
Acquisition Financing	Strategic Investments

FINANCIAL AND STRATEGIC ADVISORY SERVICES Silverwood Partners provides comprehensive financial and strategic advisory services that leverage the firm's research and industry knowledge. Silverwood's principals have many decades of combined experience specializing in the financial and strategic issues of importance to public and private companies.

Silverwood's financial and strategic advisory services include:

- Fairness Opinions
- Valuation Consulting
- Strategic Alternatives Analysis

Strategic Research

Comprehensive sector research, and its implications for industry participants and financing sources, is the foundation for much of Silverwood's advice and analysis. Silverwood Partners does not make specific company investment recommendations but instead develops a detailed thesis that highlights the trends and issues that affect each industry covered.

In developing and maintaining sector coverage, Silverwood utilizes extensive primary and secondary research sources. These include insights gained from daily interactions with senior company executives, institutional investors and other intermediaries. Silverwood's assessment of each sector is based on in-depth analysis, positioning and reasoning. The firm uses several analytical models to assist in understanding and explaining industry relationships, to align businesses for scenario analysis, and to provide a logical framework for research initiatives.

Silverwood's deep understanding of the key issues, strategic options and valuation parameters in each industry focus area enables the firm to more accurately define or refine business strategies, identify viable investment banking alternatives, and structure the most favorable transactions for Silverwood's clients.



The Benefits of Selecting Silverwood Partners

Silverwood Partners provides the highest quality execution for each transaction in a responsive, dynamic manner. The firm's executives have a hands-on, personal involvement in every engagement, approaching each assignment from the multiple perspectives of strategist, industry analyst and transaction expert.

Silverwood's experienced professionals apply their industry knowledge, extensive industry relationships and transaction execution skills to advance each client engagement:

SECTOR FOCUSED Silverwood's combination of in-depth sector knowledge and high-quality transaction expertise is unmatched by other boutique investment banking firms.

HIGHLY PERSONALIZED Silverwood Partners provides personalized attention where it counts — at the senior level. The firm's high-touch, consultative approach means that each client's engagement is managed by the experts and is not delegated to junior personnel.

STRATEGICALLY INFORMED Silverwood's fundamental research highlights significant trends influencing the firm's target industries, providing a solid foundation for strategic or investment decision making.



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