



INVESTMENT BANKING SERVICES

For Privately Held Businesses

Stifel provides full-service investment banking capabilities to leading corporations globally, including many companies owned by existing Stifel private wealth clients.

Whether it's a merger and acquisition (M&A) sale, equity or debt financing, restructuring advice, or searching for the right private equity investor, Stifel's private wealth clients can leverage their relationship with the firm to benefit from the investment bank's broad product offering and advice from senior investment bankers with deep domain expertise across numerous verticals.

WHO SHOULD CONSIDER WORKING WITH STIFEL INVESTMENT BANKING?

Clients Who Are:

- › Contemplating the sale of a business
- › Considering a liquidity event
- › Searching for private equity or growth financing
- › Looking to access the public equity or debt capital markets
- › In need of restructuring or activism defense advice

INDUSTRIES WE SPECIALIZE IN:

- › Consumer & Retail
- › Diversified Industries
 - Aerospace/Defense
 - Business & Educational Services
 - Engineering & Construction
 - Industrials
 - Maritime
 - Transportation & Logistics
- › Energy & Natural Resources
- › Financial Institutions
- › Gaming, Lodging & Leisure
- › Healthcare
- › Real Estate
- › Technology

RECENT TRANSACTIONS FOR PRIVATELY OWNED BUSINESSES

Stifel has advised numerous privately held businesses on transactions including sales to strategic buyers, sales to private equity buyers, recapitalizations, and more.

COMPANY INDUSTRY TRANSACTION

Flow Management Devices Industrial Technology M&A Advisory



BACKGROUND

- Flow Management Devices (“Flow MD”) was founded in 2007 to provide highly accurate calibration devices (“provers”) to prevent against economic loss during oil & gas custody transfers
- The Company’s founder recognized an opportunity to fill a void in the prover market by focusing on innovative, technologically advanced products, enabling Flow MDs to quickly increase market share
- Following a multi-year period of rapid growth, Flow MD’s shareholders decided to explore a sale due to the founder’s desire to step away from the business
- The founder’s strong relationship with his Stifel financial advisor was a significant catalyst for the involvement of Stifel’s investment banking team in this transaction

WHAT WAS ACCOMPLISHED?

- Stifel provided Flow MD with a full suite of M&A advisory services, including identifying and contacting potential acquirers, preparing marketing materials, soliciting and evaluating offers, and assisting with the due diligence process
- The transaction culminated in an acquisition by IDEX Corporation (NYSE: IEX), a \$13 billion diversified manufacturer of fluid & metering technologies, health & science technologies, and fire & safety/diversified products, at a price that exceeded the value expectations of Flow MD’s shareholders
- Flow MD gained a long-term, well-capitalized partner in IDEX to support international expansion, operational improvements, and further penetration of the energy equipment market
- The transaction resulted in the founder strengthening his relationship with the broader Stifel organization, as Stifel manages the proceeds earned through the sale of Flow MD

COMPANY INDUSTRY TRANSACTION

Verde Farms Food & Agribusiness Minority Sale to Private Equity Buyer



BACKGROUND

- Verde Farms was founded by two entrepreneurs who recognized a need for grass-fed, pasture-raised beef options in the United States
- Verde had demonstrated significant growth for years and had expanded its product lines to include both branded and private label ground beef grinds, steaks, roasts and stews, hot dogs and sausages, and marinades
- The entrepreneurs wanted to raise capital to accelerate Verde’s numerous growth initiatives while still maintaining majority ownership of the business

WHAT WAS ACCOMPLISHED?

- Stifel acted as the Company’s financial advisor and provided investment banking services including identifying and contacting potential minority investors, preparing marketing materials, soliciting and evaluating offers, assisting with the due diligence process, and ultimately negotiating the final agreement
- The transaction culminated in a minority investment by Manna Tree Partners, a Vail, CO-based private equity firm that invests in companies that produce, process and distribute healthy food
- The entrepreneurs gained a valuable partner in Manna Tree and raised the equity financing to fuel their rapid expansion