

## Mergers & Acquisitions

## Capital Sourcing

## Exit Planning

### WHAT we do for our clients?

#### Mergers & Acquisitions

- Sell Companies
- Buy Companies

#### Capital Sourcing

- Equity Placements
- Debt Placements

#### Exit Planning

- Strategy and plan to increase company value
- Prepare every area of the company for the transition

### WHY use an investment banker?

- We help our clients navigate the complexities of M&A and capital sourcing transactions
- Our investment bankers are experts in sell-side and buy-side mergers and acquisitions and capital sourcing transactions
- We can help business owners maximize the value of their business
- The M&A and capital sourcing processes we use create a competitive market that results in better terms for the company
- One-on-one negotiations by the owner rarely result in terms as favorable as those achieved by creating a competitive market

### WHY use Waypoint?

- The team at Waypoint has significant transaction experience, advising on deals with a cumulative value of over \$1 billion
- A senior level professional will lead every engagement
- Our C-level operational and private equity investing experience gives us an informed and unique perspective
- Our team is highly credentialed including advanced degrees in accounting and finance, the CPA and CFA designations, and holding investment banking securities licenses
- We operate in an ethical manner with the highest degree of honesty and integrity

### WHO we work with?

#### Who:

Owners and management teams of privately held businesses

#### Industry:

All industries

#### Geography:

Anywhere in the U.S.

#### Company Size:

Revenue of \$10 million to \$200 million

#### Transaction Size:

\$3 million to \$150 million

# RECENT ENGAGEMENTS



## Mako Steel

Sell-Side M&A Advisory



## Women's International Pharmacy

Sell-Side M&A Advisory



## Shawnee Tubing Solutions

Buy-Side M&A Advisory



## Tulsa Centerless

Sell-Side M&A Advisory



## Let's Play Sports

Debt Placement Advisory



## Matrix Medical Network

Equity Placement Advisory



## Lynx Healthcare

Debt Placement Advisory



## Graham Waste

Equity & Debt Placement Advisory



## Case Studies

### Mako Steel

**Mako Steel**, based in Carlsbad, CA, is one of the leading builders of self-storage facilities in the U.S. In 2018, the three owners of the company decided they wanted to explore the sale of a portion of their company. The team at Waypoint worked with management to prepare the offering materials, then presented the opportunity to over 500 private equity firms. Following numerous conversations and meetings with interested firms, the owners decided to sign an LOI with New State Capital Partners, a New York-based private equity firm. After the LOI was signed, Waypoint continued to work with Mako through the due diligence and legal documentation processes to ensure the deal stayed on track. The sale closed in 2019 and all three owners remained with the company. Following the sale, Mako bolstered their management team, opened regional sales offices, and in 2021 completed the acquisition of an East Coast competitor, Rabco Enterprises. The combined entity is now the largest builder in the self-storage industry.

### Let's Play Sports

**Let's Play Sports** is the largest independent owner and operator of indoor sports facilities in the U.S. The Company, which started with a single facility in 1986, completed 11 acquisitions and now manages 25 facilities across 10 states. As the Company grew, they financed their acquisitions and facilities with numerous financial institutions with widely differing terms and loan covenants. Management determined that they needed to consolidate their loans if they were going to continue their growth. After failing to complete a refinance of their debt on their own, the Company engaged Waypoint to help them source and negotiate the debt. Waypoint prepared a financial model and analysis to accompany the offering memo and presented the opportunity to over 50 large financial institutions. Ultimately, Waypoint helped the Company negotiate a \$22 million refinancing which consolidated the loans of 10 regional lenders into a lower cost facility that increased the cash flow of Let's Play Sports by over \$700,000 annually.

## Call or Email Us To Discuss How We Can Help You



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