



WHAT we do for our clients?

Merger & Acquisition Advisory

- Sell-side M&A Advisory
- Buy-side M&A Advisory

Capital Sourcing

- Debt Placements
- Equity Placements

WHY use an investment banker?

- Experts in buy- and sell-side M&A and capital sourcing transactions
- Helps business owners maximize the value of their business
- The M&A and capital sourcing processes used by investment bankers create a competitive market that results in better terms for the company
- One-on-one negotiations by the owner rarely result in terms as good as those achieved by creating a competitive market

WHY use Waypoint?

- We have significant transaction experience, advising on transactions with a cumulative value of over \$1 billion
- A Senior Level professional will lead every engagement
- Our team is highly credentialed - including advanced degrees in Accounting and Finance, the CPA and CFA designations, and holding investment banking securities licenses
- Our C-level operational and private equity investing experience gives us an informed and unique perspective
- All securities transactions are run through our wholly-owned broker-dealer, Waypoint Securities, LLC
- We operate in an ethical manner with the highest degree of honesty and integrity

WHO we work with?

- **Industry:** *All industries*
- **Geography:** *Anywhere in the U.S.*
- **Company Size:** *Revenue of \$5 million to \$100 million*
- **Transaction Size:** *\$3 million to \$50 million*



RECENT ENGAGEMENTS



Flatsafe Storm Shelters
Sell-Side Advisory
\$10.0 million



Shawnee Tubing Solutions
Buy-Side Advisory
\$20.0 million



Compact Power
Equity Placement
\$5.0 million



Let's Play Sports
Debt Placement Advisory
\$22.0 million



Tri-State Industrial Group
Mezzanine Capital Advisory
\$7.0 million



Graham Waste
Equity Placement
\$4.3 million



The PROS, Inc.
Buy-Side Advisory
\$5.0 million



DDU International
Sell-Side Advisory
\$17.0 million



CASE STUDIES

FLATS SAFE STORM SHELTERS

Flatsafe Storm Shelters is a successful U.S. based manufacturer of tornado shelters. After many years of investing in intellectual property, obtaining numerous patents, and producing strong earnings, the owners realized their Company needed more capital and stronger management to continue its growth. They engaged Waypoint Private Capital to sell their Company. During Waypoint's sell-side advisory process, Waypoint professionals prepared offering materials that were presented to numerous potential strategic and financial buyers. The process surfaced multiple interested buyers who participated in an active multi-party negotiation and ultimately resulted in an attractive valuation and deal structure for the sellers. The Company's owners were so excited about the chosen buyer that they decided to retain a minority ownership position in the company and continue working at the Company to support the new owners and management team.

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 in their initial efforts to complete a refinance of their debt on their own, the Company engaged Waypoint Securities 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.

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