




KIRCHNER PRIVATE CAPITAL GROUP

TRADITIONAL MERCHANT BANKING FOR EARLY & MID-MARKET COMPANIES

ESTABLISHED 1985

TRANSACTION MANAGEMENT



WHO DO YOU **[TRUST]** WITH YOUR BUSINESS?

In today's market it's no small task to sell a business. You have invested your blood, sweat and tears in yours. When the time comes to decide to grow through acquisition or seek an exit you want the right partners to help execute your strategy. **[Our team has invested in, built, acquired, and sold companies]**. Our deep bench of senior-only M&A professionals bring a heavy lifting approach in order to get the best value for your business.

For more than 25 years Kirchner Private Capital Group has assisted hundreds of companies execute their buy and sell side M&A strategies. It's what we do. In fact, we are widely considered to be one of the **[most active groups doing M&A for small and medium enterprises in North America]**.

CONTACT US

Kirchner Private Capital Group
P.O. Box 977, Gadsden, AL 35902 U.S.A.
+1 (205) 313.0784
www.kirchnergroup.com

Cameron Davies
Managing Partner
+1 (416) 420.2861
cdavies@kirchnergroup.com

Lew Turnquist
Senior Managing Partner
+1 (403) 714.0159
lturnquist@kirchnergroup.com



KIRCHNER PRIVATE CAPITAL GROUP

TRADITIONAL MERCHANT BANKING FOR EARLY & MID-MARKET COMPANIES

ESTABLISHED 1985

Our M&A team is known for **[its operational approach]**. Our professionals have extensive backgrounds running private and public companies and are experts in identifying and articulating value propositions to strategic buyers and acquisition targets. We offer small and mid-sized companies one-stop shopping for M&A services, **[highly-customized for the needs of each client]**.

OUR SERVICES

ADVISORY	ACQUISITIONS	DIVESTITURES	MERGERS
CRYSTALLIZING IP VALUE	INTELLECTUAL PROPERTY STRATEGY	ASSESSMENTS	MONETIZING TAX LOSSES

WE HAVE A STRATEGIC BUYER/SELLER PERSPECTIVE

- Cross-sector operational experience
 - From start-ups to multi-billion-dollar companies
- We know how buyers and sellers think and what needs to be done to package and close deals successfully

MULTI-DIMENSIONAL UNDERSTANDING OF PRIVATE CAPITAL

- First-hand knowledge as advisors, partners, agents and principals
- Global experience, local execution
- Repeat base of blue-chip investors

EMPHASIS ON NEGOTIATIONS AND DEAL STRUCTURE

- 350+ transactions as principal, agent, or advisor
- In the trenches, heavy lifting approach
- Only senior-level professionals — no “bait and switch”
- Extensive transaction experience, ability to break up “deal gridlock”
- Deep expertise with intellectual property positioning, negotiating & driving value
- Active role during entire process

TESTIMONIALS

“Maveron first worked with Kirchner on the sale of a software company in our portfolio. They ran a first-class process and successfully closed a deal in six months after bringing three offers to the table, including one from a party that had previously passed. After almost 10 years in the venture capital business, I can say this was the first time an investment bank exceeded my expectations.”

— Dan Levitan, Maveron LLC

“This is the first time I’ve ever sold a company to a buyer that wasn’t already aware and partnered with the company — which often has me questioning the value of M&A services. Kirchner brought the buyer to the table and got it closed. They worked well in the management/shareholders dynamics and I appreciate it. I’m rarely happy paying service fees, but Kirchner deserved every dollar.”

— Peter Carrescia, Formerly of Vengrowth Asset Management Inc.