

MANUFACTURING & DISTRIBUTION

Manufacturers, distributors and logistics companies face broad challenges. These issues are magnified when considered in the context of corporate value and exit strategies. BKD Corporate Finance, LLC works with clients to assess available financial and strategic options and create a course of action to help you achieve your desired results. By leveraging industry expertise with a disciplined approach, our insightful advisors can help you meet your company's growth and expansion needs, develop a succession plan, negotiate transactions for company sales or acquisitions and streamline the overall process.

Company Sales

If you decide to sell your company, it is critical to have an experienced advisor assist you. We specialize in guiding companies through the complex financial and strategic sales issues, from first contact to closing.

Our disciplined approach includes:

- Analysis of the company and its industry
- In-depth financial evaluation to identify the company's value drivers
- Carefully planned marketing designed to generate multiple buyers while maintaining confidentiality
- Expertise in structuring and negotiating transactions
- Assistance with due diligence and the closing process

Mergers & Acquisitions

Expanding through a strategic merger or acquisition can be an excellent way to build company value. While this action may provide considerable benefits, these transactions can be risky, time-consuming and may require experienced corporate finance advisors to help you stay focused on running your business.

BKD Corporate Finance works with management to understand your objectives and develop a comprehensive strategy to meet these goals. BKD can help:

- Conduct a strategic review of opportunities
- Identify targets and create a plan to initiate dialogue

- Perform a preliminary valuation analysis
- Consider tax implications on deal structures
- Manage the negotiation process
- Assist with due diligence investigations
- Facilitate the transaction closing

Recapitalizations

A recapitalization transaction can be an attractive option for owners who wish to sell an equity stake in their business while retaining some ownership and operating control or for those who are seeking additional capital to accelerate growth. This allows an owner to:

- Sell a majority or minority stake to a financial partner and retain an equity stake
- Identify improvements or changes to potentially increase market value
- Diversify personal wealth by investing proceeds of the sale, while continuing to lead and grow the company
- Mitigate exposure to financial risks and liabilities of ownership



Experience wisdom with seasoned corporate finance professionals who have facilitated nearly \$4 billion in client transactions.

\$4 billion



“BKD Corporate Finance did a fantastic job representing us in the sale of McQueary Bros. Wholesale Drug Company. The BKDCF team identified additional options and managed the competitive negotiating process to identify the best buyer . . . the transaction exceeded our expectations.”*

—David McQueary, President & Rick McQueary, Chairman
McQueary Bros.

**This statement may not be representative of the experience of other clients and is not a guarantee of future performance or success.*

- Benefit from company's growth and profitability
- Gain a strong and experienced financial partner to help chart and finance the strategic path for your business

Raising Capital

Raising capital involves complex issues and varying degrees of risk. Our advisors have the expertise to guide you through each phase of the process. We help find specific financing sources with philosophies that align with the company's strategic objectives. Our deep network of senior lenders, mezzanine investors and private equity funds helps you unite with the right partner.

Management Buyouts

Management and employees may be the best candidates to acquire your company. We can help explore the feasibility of such an acquisition with the following activities:

- Estimate market value
- Identify financing options
- Coordinate a team of professionals to address tax and administration issues
- Analyze structure of the transaction for better tax and economic benefits

Succession Planning & Value Coaching

All privately owned companies eventually change hands. Day-to-day operations require tremendous focus and energy, which makes succession planning a challenge. To properly position a company for an eventual exit, you must be aware of several key steps that reduce its risk profile, generate buyer interest

and increase value in a sale process. BKD Corporate Finance can help:

- Develop a succession plan, discuss available exit strategies and analyze which is best
- Identify improvements or changes to potentially increase market value
- Assemble a team of professionals to prepare an exit strategy, implement strategic interim initiatives and execute the plan at the appropriate time

About BKD Corporate Finance

BKD Corporate Finance, LLC is a wholly owned subsidiary of **BKD, LLP**, the 10th largest CPA and advisory firm in the United States and the firm of choice for more than 2,700 manufacturing, distribution and logistics companies. BKD Corporate Finance provides merger and acquisition, sales, management buyout, recapitalization and financing services.

For More Information

For a complete list of our offices and subsidiaries, visit bkd.com or contact:

Steve Blumreich, President
Patrick Hayes, Sr. Vice President
Springfield, Missouri
417.869.8588

Tony Schneider, Sr. Vice President
Indianapolis, Indiana
317.383.4000

Tony Giordano, Vice President
Denver, Colorado
303.837.3562

With a top 10 U.S. CPA and advisory firm, you'll gain from our broad perspective on the issues you face and experience practical direction.

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