



**H A R N E Y**  
MANAGEMENT PARTNERS, LLC

*Corporate Advisory*

Troubled Company Advisory

Mergers and Acquisitions

Capital Advisory Services

Insolvency Advisory

Asset Recovery and Divestiture

Sales and Marketing Advisory

## Capital Advisory Services

**T**he complementary skills of our principals, in both raising capital and working with companies in transition, provides our firm with a unique competitive advantage in providing capital advisory services to our middle market clients.

The team's global relationship network, transaction expertise and past capital-raising experience allows us to structure, execute and close customized financing solutions that maximize the transactional value and return on investment for our clients.

Our capital-raising philosophy is to create a true alignment of interests between our clients and strategic capital partners.

### Sourcing Capabilities:

Our deep global relationship network composed of senior industry leaders of potential financial and strategic partners creates a "Centers of Influence" that:

- ◆ Allows for direct access
- ◆ Provides real-time insights into alternative structures
- ◆ Creates the ability to quickly determine if a transaction is viable
- ◆ When combined with our prior lending experience and investment approach, provides a common ground between investors and our clients

### Transaction Expertise:

- ◆ Principals have been involved in over \$2 billion of global transactions including senior debt and junior capital investments
- ◆ Transaction structuring experience includes Chapter 11 bankruptcies, sales through Section 363 auctions and DIP financing

### Capital-Raising Experience:

Our deep understanding of the capital marketplace covers deal multiples, pricing and structure for a diverse set of asset classes including:

- ◆ Senior Debt: Asset Based and Cash Flow
- ◆ Junior Capital: 2nd Lien, Tranche B and Mezzanine
- ◆ Equity: Minority and/or Control

## Advisory Process:

- ◆ Evaluation and/or assessment of a client's business plan which includes financial modeling
- ◆ Develop short and long-term capital-raising strategies
- ◆ Test initial capital-raising strategy with key opinion leaders
- ◆ If needed, refine strategy and deal structure while creating a target list of potential capital partners
- ◆ Create memorandum and populate electronic data room with key due diligence materials
- ◆ Develop contact target list
- ◆ Coordinate initial meeting and diligence process
- ◆ Lead term sheet negotiations
- ◆ Finalize commitment letter, documentation and funding

**HARNEY MANAGEMENT PARTNERS, LLC**

*Resourceful. Respected. Results.*

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