

MATRIX

CAPITAL MARKETS GROUP

Maximizing The Value Of Private Business



MATRIX & VMA...
*Working Together for
Virginia's Manufacturers!*

**MATRIX CAPITAL MARKETS GROUP
IS A LEADING MIDDLE-MARKET
INVESTMENT BANK HEADQUARTERED
IN RICHMOND, VIRGINIA. SINCE
1988, MATRIX HAS FOCUSED ON
PROVIDING MERGER & ACQUISITION
AND FINANCIAL ADVISORY SERVICES
TO PRIVATELY-HELD
MANUFACTURING, DISTRIBUTION
AND SERVICE COMPANIES WITH
REVENUES TYPICALLY GREATER
THAN \$10 MILLION.**

Please Contact:



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*All inquiries will be handled on a
confidential basis*

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OUR MERGER & ACQUISITION EXPERTISE:

PLACEMENTS OF DEBT AND EQUITY

Matrix has significant experience raising capital to facilitate acquisitions and expansions, to refinance for balance sheet stability, or to recapitalize the company for shareholder liquidity. We have extensive relationships with private equity and mezzanine funds, hedge funds, trust and insurance companies, and both bank and non-bank lenders.

ACQUISITIONS/BUY-SIDE ADVISORY

Matrix offers a wide range of services to assist companies in the process of acquiring a business, ranging from initial contact to valuation, preparation of purchase offer, negotiation of letter of intent and final purchase document, and financing (if required).

CONFIDENTIAL SALES AND DIVESTITURES

In an exclusive sale or divestiture representation, Matrix serves as lead financial advisor to middle market clients. We execute a disciplined and confidential approach to create maximum value through a sale to strategic or financial acquirers.

STAGED LIQUIDITY TRANSACTIONS®

Matrix's Staged Liquidity Transaction® differs from a complete sale in that it provides capital for growth as well as personal liquidity and risk diversification for shareholders through a partial sale of the company's equity to an institutional investor, while simultaneously refinancing (recapitalizing) the company's capital structure.

MANAGEMENT BUYOUTS

Matrix leverages its capital provider relationships (equity and debt) to facilitate the purchase of companies or divisions by their management teams. Matrix negotiates on behalf of management by attaining the most favorable price and transaction terms, and will often co-invest its own funds with management to bridge any financing gap and enhance deal credibility.

