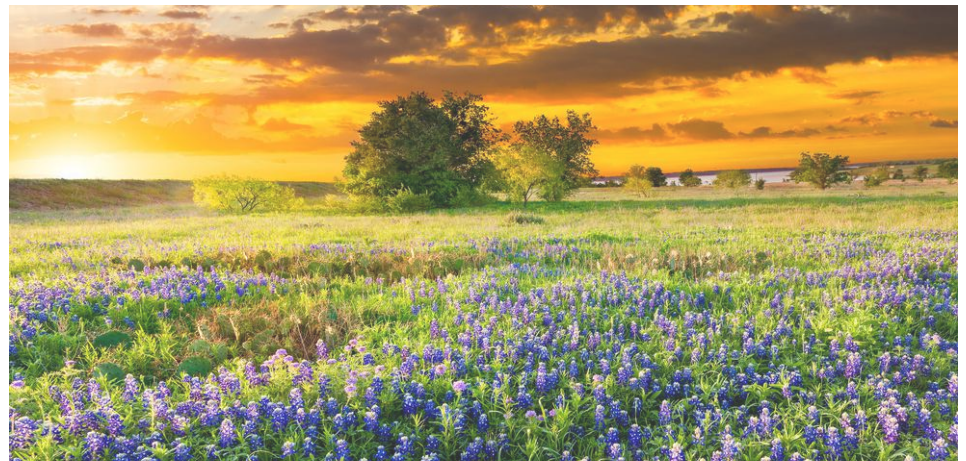


MERGERS & ACQUISITIONS

Newsletter

VOLUME 1

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WHY WORK WITH US



ABOUT TRANSWORLD M&A ADVISORS

As a full-service mergers and acquisitions firm, Transworld Business Advisors of South & West TX, NM, and WY is proud to serve as your Middle Market specialists, managing the sale and purchase of privately held businesses valued between \$5 million and \$100 million. The middle market represents an important and lucrative sector of our economy. Finding the right buyer for your company is essential to the continued success of your organization after you hand over the reins.

Transactions of this size require a unique blend of experience, insight, and skilled negotiation, which is why we have a separate division to meet the specialized needs of these buyers and sellers. Whether you are a buyer or seller, our highly knowledgeable team can add significant value to your transaction by advocating for your best interests and negotiating the Greatest Value. We see the “Greatest Value” as that unique mix of Price, Terms and Cultural Fit between both sides of a transaction.

MEET THE TEAM

**GERRY
BRISSON**
President
CBI, M&AMI, CM&AP



**STEVE
MERRITT**
M&A Intermediary
CPA, CBI, M&AMI, CM&AP



BOBBI
COFFEY

M&A Intermediary
CM&AP, CBI, M&AMI



CARMEN
SAAD HANNA

M&A Intermediary
MBA, CBI, M&AMI



AUSTIN
ZHAO

M&A Intermediary
M&AMI, CM&AP, CBI & BCA



TONY
KEANE

Senior Business
Advisor



KARISSA
BENSENBERG

M&A Director



We have solid relationships with strategic buyers both domestically and around the globe, allowing us to maximize your potential of a timely and successful closing. From identifying the market value of your company to keeping you informed of the various options and wide range of potential transaction structures, we strive to provide you with the resources, counsel, and insight you need to make these important decisions from a thoroughly informed position.

Not only do we have the resources, industry connections and technology to set up a plan of action to take your business to market, but we work strategically to maximize the value of your business and attract multiple buyers to the table. You only sell a business once...let Transworld M&A Advisors of South & West Texas, New Mexico and Wyoming provide you with a seamless and successful experience from start to finish.

GLOBAL REACH

With offices located throughout the United States and several countries, Transworld M&A Advisors of South & West Texas, New Mexico and Wyoming has the strategic connections and reach to find the right qualified buyers. Our advisors understand the process, and aggressively work to identify several buyers who will pay the greatest value for your company.

OUR PROCESS

Successfully, selling your company requires a complex and demanding process. Transworld M&A Advisors of South & West Texas, New Mexico and Wyoming are here to guide you through the process, representing your best interests at every turn. We begin by sitting down with you to understand your future goals. This allows us to present all of the options available to you, so you can select the path that's best for you. We will also help you understand how much your company is currently worth.

ELIZABETH
GONZALEZ

Marketing Director



LORE
GONZALEZ

Director of Operations



SHUBA
GREWAL
Business Development
Director



LYNN
URBACK
Digital Marketing Manager



ANA
ZAVALA
Internal Resource Manager



From there, we work with you to create a plan for networking and promoting the sale, while maintaining the utmost in confidentiality. Once several attractive buyers are identified, we meet with the potential buyers and help you evaluate which represent the best cultural fit. Finally, we work diligently to negotiate the sale to get you the most attractive price and terms and close the transaction with the buyer that is most attractive to you. Simply put, our Transworld M&A Advisor Team is dedicated to representing your best interests and obtaining for you the greatest achievable value for your company.

DOES YOUR BUSINESS QUALIFY?

✓ **BUSINESS VALUE:**

We seek to manage transactions for businesses valued between \$5 million and \$100 million. When a business grows to this size they become targets for acquisition by strategic buyers, and they are generally too large for an individual buyer to purchase or finance through conventional methods. These transactions require a specialized focus and extensive client engagement through all phases of the process.

✓ **EXPLOSIVE GROWTH & FUTURE EXPANSION:**

If your business is running out of capital because of growth, it may be attractive for an investment group to provide you the capital you require. If you want to grow your company and perhaps retain some equity, we can help you structure a recapitalization with an investment group. This can also help you eliminate your personal guarantees of your company's bank debt while also sharing in its future growth.

✓ **CORPORATE DIVESTITURES:**

If your parent company wants to sell the subsidiary you are running and you would like to buy it, then we can help you negotiate the price & terms with your parent company, plus introduce you to sources of debt and equity who can back you in buying the company you have been running.

SELLER SERVICES

There comes a day when every business owner begins to think about succession planning. When you sell your business you want to get top dollar with attractive terms, and that means identifying the right buyer at the right time. That's where our qualified team of advisors are focused on working with you to negotiate the most favorable deal on your behalf.



BUSINESSES FOR SALE

OIL FIELD SUPPLY AND SERVICE COMPANY

Revenue: \$8,492,851
EBITDA: \$1,880,287

[LEARN MORE](#)

LISTING #622827

OIL DRILLING TOOLS MANUFACTURER

Revenue: \$6,400,000
EBITDA: \$367,000

[LEARN MORE](#)

LISTING #928335

SPECIALTY MEDICAL DEVICE MANU. & EQUIP. RENTAL

Revenue: \$3,853,548
EBITDA: \$1,200,265

[LEARN MORE](#)

LISTING #482895

HOME HEALTHCARE BUSINESS

Revenue: \$3,865,202
EBITDA: \$725,000

[LEARN MORE](#)

LISTING #610838

WEDDING EVENTS VENUE ON 4+ ACRES REAL ESTATE

Revenue: \$1,802,718
EBITDA: \$670,012

[LEARN MORE](#)

LISTING #263435

GOLF CART SALES AND SERVICE

Revenue: \$3,000,000
EBITDA: \$800,000

[LEARN MORE](#)

LISTING #812209

TESTIMONIALS



HERE'S WHAT OUR OUR CLIENTS SAY ABOUT US.

"Gladys & I just want to thank you for all of your hard work in bringing the right buyer to our business and guiding us all thru the legal paperwork necessary to finally close on the sale. It was a difficult task in itself but then the buyer changes it from an asset sale to a stock sale! Wow, it was like having to change horse in the middle of the stream. You did it all beautifully and was always a professional. Thank you for all your hard work."

"I recently worked with Steve at Transworld on a small business sale where Steve was the broker of the sale and I represented the buyers. Everyone at Transworld was focused on getting the deal done. Steve, particularly, was easy to work with and understood the benefit to all parties that we work together. I appreciate all the hard work the team put in and Steve for keeping the parties focused on the end results: a good deal closed."

"Gerry and his team were AWESOME!! Our transaction was very complicated and disrupted by the government shutdown, but Gerry and his team were able to keep everything on track and get the deal done. This transaction would NOT have closed without Gerry's persistence and commitment. The team's commitment and focus on details was phenomenal. I would recommend anyone that wants to sell their business to use Transworld Business Advisors."

"Tony Keane has done an incredible job to complete our business transactions. He met several times to ensure all the steps are complete. He is very passionate and work with great deal of sincerity. I will recommend Transworld Business Advisors of Houston and Tony Keane for your next transactions."



CLIENT TESTIMONIALS CONTINUED...

“Transworld is a professional business broker firm, that sells businesses in a fast and safe way. As a business owner, I wisely chose this company. More wisely chose Austin Zhao to be my agent. He was very professional, fast, and efficient. Austin Zhao has full knowledge on how to find a buyer, and how to communicate. I sold my restaurant in less than 2 months and for a fair price as well. If one day I need buy a business. Austin Zhao will be my agent. He’s a reliable person and professional business broker. He knows what he is doing.”

“Bobbi was instrumental in the sale of our business. Not only was she able to find a supremely suitable buyer, but she also has deep acumen into pretty much every aspect of the sales process. This included the amending of existing landlord lease agreements, the closing/payoff of EIDL loans, managing the buyer's expectations, and a multitude of other things. All of this was done in a timely manner. Bobbi was on top of the process from beginning to end.”

STRATEGIC ACQUISITIONS

Acquiring other companies can be an effective strategy for expanding your business. Our Transworld M&A advisors of South & West Texas, New Mexico and Wyoming can help you develop your written acquisition criteria and identify companies that fit your criteria. We will help you make the initial contact with the owners and collect information about the targeted companies. We will also work with your legal, accounting and financial advisors to evaluate the companies and advise you with tips on negotiating these transactions and structuring the details of offers to present to the owners.

Unless you already have all the capital needed, you can benefit from the long-term relationships our advisors have with the Banking and Private Equity communities. We will assist you all the way from developing your acquisition idea into a solid plan, finding target companies, negotiating the transactions, evaluating outside financing proposals, watching over due diligence and closing the deals.



PARENT COMPANY DIVESTITURES

Frequently parent companies inform subsidiary management when the decision has been made to sell the subsidiary they have been running. Often, the management team wants to be the buyer, but lacks both the knowledge of how to go about making it happen and the capital to be taken seriously as the right buyer. Our M&A Advisors bring the expertise on how to do it and from our relationships with Private Equity Groups, Hedge Funds, Family Offices and Commercial Lenders, we help by bringing you the capital to get it done.

We can help you negotiate the Price and Terms with the selling parent company. This helps you preserve your employee relationship with the seller as you transition from employee to owner. We will also introduce you to attorneys, CPA firms, human resource experts, environmental engineers, interim CFO's, and other experts needed to successfully complete the transaction.

HOW MUCH IS A BUSINESS WORTH?

Valuation is the number one question of all of our sellers when contemplating a sale, and of course, the concern of most buyers when purchasing a company. Unfortunately, there is not an easy answer, and, more confusing, there are probably several answers. Why? Because business valuation is an art not a science. Valuations are subject to the appraiser's judgment, skill and quality of methodology. There are several standards of value for businesses, i.e., different values.

- **Fair market value** - The price at which the property would change hands between a willing buyer and a willing seller when the former is not under any compulsion to buy and the latter is not under any compulsion to sell, both parties having reasonable knowledge of the relevant facts.
- **Intrinsic value** - Stock values that investors would consider.
- **Fair value** - Legal standards to value. Often used in divorce.
- **Investment value or strategic value** - The value to specific buyers. Could exceed fair market value.

We are here to help you answer that question and determine the value of your company with a Broker Opinion of Value (BOV), Certified Summary Valuation (CSV), or a Certified Detailed Valuation (CDV). With your valuation in hand, you will be prepared to sell your company or grow its value to reach your strategic financial goals for the future.

BUSINESS VALUATIONS

BROKER OPINION OF VALUE REPORT



Within this report, a market-based business valuation is provided using financial performance, industry trends, and comparative data. It includes valuation methods, adjusted financials, and suggested prices, making it suitable for businesses under \$2M in revenue to assist in pricing and planning.

[LEARN MORE](#)

CERTIFIED SUMMARY VALUATION



This report offers a streamlined summary of a business's valuation, ideal for quick reference in situations like acquisitions and loan applications. It helps prevent financial misunderstandings, reduces delays due to overpricing, and mitigates negotiation risks.

[LEARN MORE](#)

CERTIFIED DETAILED VALUATION



Clarifies data, reasoning, and analysis used by certified appraisers to determine value. Offers detailed written evaluation of the company's background, industry, economy, and financials. Ideal for startups, capital raises, and litigation needing detailed value analysis.

[LEARN MORE](#)

RECENT MIDDLE MARKET BUSINESS TRANSACTIONS



Transworld's team of business brokers have closed more than 15,000 transactions across a wide range of industries and business sizes.

With offices throughout the United States and 7 countries, Transworld has successfully sold companies valued at between \$5 million and \$100 million across various industries.

Here are some of the recent business sales facilitated by our award-winning M&A team.



DONE DEALS

FOOD WHOLESALE W/ COLD STORAGE

Revenue: \$18,049,959



TEXAS BASED RESTORATION CO.

Revenue: \$16,182,355



METAL BUILDING MANUFACTURER

Revenue: \$15,986,598



PRODUCE WHOLESALE & DIST.

Revenue: \$14,423,483



COOKIE CONCEPT FRANCHISE

Revenue: \$10,542,000



CONSTRUCTION & EXCAVATION CO.

Revenue: \$6,485,161



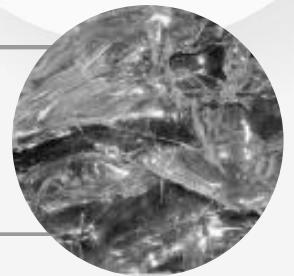
UPSCALE BAR IN HOUSTON

Revenue: \$4,890,295



PLASTIC FILMS AND PACKAGING DIST.

Revenue: \$9,628,365



CONSTRUCTION SERVICES FIRM

Revenue: \$3,406,992



COMMERCIAL LANDSCAPING CO.

Revenue: \$3,445,002



TRANSWORLD SELLING MACHINE

ONLINE ADVERTISING:

With over 20+ paid PREMIUM subscriptions to various websites, Transworld Business Advisors of South & West Texas, New Mexico and Wyoming is the city's leader in business listings, sales, and marketing exposure.

PROFESSIONAL MARKETING:

- Access to thousands of national & international buyers
- Best in class business marketing books
- Full-time marketing support team
- Strategic buyer targeting

DATA BASE (BUYERS):

- 40,000+ local area buyers in the current database
- Access to over 1 Million Strategic Buyers, PEGs, and Family Practices

TEAM SUPPORT:

- Dedicated M&A Analyst, Marketing Director, Operations Director, and Digital Marketing Manager
- 24-Hour Live Receptionist

SOUTH & WEST TX, NM AND WY:

- 30+ Supporting Brokers Selling as a Team
- Trusted Network of Successful Transaction Professionals
- Co-Brokering Office - Inside & Outside of the Transworld Network

EXPERIENCE

40-Year Proven Marketing & Sales Process
Over 15,000 Businesses SOLD!

AWARDS

Best Of Readers' Choice

Top Business Broker
in Houston
*2023, 2022, 2021,
2020, 2019*

Living Magazine

Voted Best Business
Broker
*2023, 2022, 2021,
2020, 2019*

Franchise 500

Top Business Broker
2023, 2022

IBBA INTERNATIONAL



WHY CHOOSE TRANSWORLD OF SOUTH & WEST TEXAS, NEW MEXICO AND WYOMING?



WHY WORK WITH US?

Transworld Business Advisors of South & West Texas, New Mexico, and Wyoming stands as a leader in the brokerage community, backed by over 40 years of experience in selling businesses. As the top-rated business brokerage in the United States, our team has successfully sold over 15,000 businesses, showcasing our unmatched ability to connect sellers with the right buyers. Our extensive network includes more than 30 skilled brokers, supported by a full-time marketing team that works to promote your business. Leveraging our diversity of industry experience, we tailor our approach to meet the specific needs of each sector, ensuring expert guidance irrespective of your industry.

Our team understands that selling a business is a monumental decision. That's why our seasoned team is committed to providing comprehensive support throughout the merger and acquisition process. From initial strategy development to conducting detailed market research and positioning your company for maximum value, our professionals are equipped to navigate the complexities of M&A transactions. We offer personalized guidance every step of the way, ensuring that your business not only attracts a vast pool of potential buyers but also secures a deal that aligns with your financial and professional goals.

TRANSWORLD BUSINESS ADVISORS
SOUTH & WEST TX, NM & WY

M&A Division

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TRANSWORLD®
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