

M&A ADVISORY



**WHAT  
ARE YOU  
[AIMING]  
FOR?**

In today's market it's no small task to sell a business. When the time comes to decide to seek an exit you want the right partners to help you develop and execute your strategy. Our team has built, invested in, acquired, and sold companies. Our deep bench of senior-only M&A professionals bring a heavy lifting approach in order to maximize the value of your business or portfolio company.

For more than 30 years Kirchner Group has assisted hundreds of companies and investors with their M&A processes. It's what we do. In fact, we are widely considered to be one of the most preeminent boutique merchant banks in North America providing M&A services to small and medium enterprises.

**CONTACT US**

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Our model pairs a resident domain expert with a transaction professional for each engagement. This allows for unprecedented insight into the industry as well as streamlined direct contact with strategic partners and buyers which results in premium valuations. Our professionals also leverage our operational strengths to identify and articulate value propositions to strategics.

**DOMAIN EXPERTISE**



**SERVICES**

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

**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
- First-hand knowledge as advisors, partners, and principals
- We pair a resident domain expert with an M&A professional for each engagement which allows for unprecedented insight into the industry as well as direct and streamlined contact with buyers

**EMPHASIS ON NEGOTIATIONS AND DEAL STRUCTURE**

- Execute hundreds of transactions as principal, and/or advisor
- In the trenches, heavy lifting approach
- Only senior-level professionals
- Extensive transaction experience, ability to break up "deal gridlock"
- Deep expertise with intellectual property positioning, negotiating & driving value
- Active role during entire process

"Kirchner was **tenacious in tracking down potential acquirers** and their **industry experience and contacts** were extremely helpful in completing this transaction." -Greg Ikonen, Interim CEO of Mendel Biotechnology

"Together with Kirchner, we were able to **convey the strategic value** our company would bring to the combined entity and as a result, more **than doubled our valuation**" -Davis McGregor, CEO of Mobile Data Technologies