

Selling your business?
Buying a business?
Financing a business?

NORTONMcMULLEN
CORPORATE FINANCE INC

Business Sale and
Acquisition Advisors

Providing Professional Financial Advisory Services
Professional Expertise | Personal Attention | Successful Transactions

Norton McMullen Corporate Finance (NMCF) is an experienced professional financial advisory firm. We provide owner-operated private companies and their owners with a range of financial transaction services, including the sale or acquisition of a business as well as advising on debt and equity financing.

OUR PROMISE

To deliver professional, confidential and hands-on advisory services in order to achieve a successful business sale or purchase for every client.



We work with you to:

- Maximize the value of your transaction
- Identify qualified prospects
- Guide communication and the negotiation process
- Manage the details to allow you, the owner, to stay focused on your business operations
- Provide a flexible and cost effective fee structure
- Close the deal

Providing Customized Services for each Assignment

Selling or buying a company is one of the most important financial decisions you will ever make. Each company is unique so we tailor the process to your company, your specific industry and your individual goals.

NMCF's role is to provide personal and financial planning services to business owners to support each sale or acquisition. NMCF has a particular focus on baby boomers that are planning their retirement. NMCF ensures that each of our clients optimize their wealth preservation when they sell their business. We have a professional network of experts to advise you on legal, tax, life insurance, estate planning and financial planning matters, if required.

OUR PROCESS

Seventy-five percent of all owner-operated businesses have a maturing owner who has a desire to retire in the next 10 years. The fact is that most business owners do not have a formal ownership succession plan. If your retirement plan is based on the sale of your business, it is wise to start planning with a professional advisor up to 3 years before your planned retirement. Our goal is help each business owner optimize his wealth preservation when their business is sold.

We offer a no obligation introductory meeting to discuss your succession plan.

Our unique and customized business sale program is designed to meet your needs while maintaining the benefits of working with a team of professional, experienced advisors that will help you complete the sale transaction.

Should you decide to sell your business, our objective is to obtain the best combination of price, deal structure, terms and timeline. We work with you to identify the potential buyers, guide the negotiations and actively manage the sales process so that you remain focused on operating your business.



BACKGROUND & PLANNING

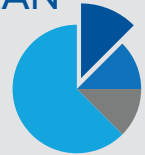
company review and analysis, industry and competitor analysis

STEP
01

STEP
02

MARKETING PLAN

agree on company positioning, identify prospective buyers, define price



NEGOTIATION & CLOSE

negotiate terms and conditions, facilitate due diligence, coordinate owner's advisors (legal and accounting), close the transaction

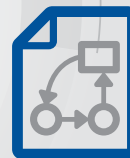
STEP
06



STEP
03

MARKETING PACKAGE

prepare teaser, Confidential Information Memorandum, Confidentiality Agreement, financial forecasts



EVALUATE OFFERS

obtain Letters of Intent, evaluate offers and review with client, identify lead prospect

STEP
05



STEP
04

TARGETING BUYERS

search, contact and qualify prospects



ESTABLISHED

Backed by a long-established CPA Firm

NMCF is a subsidiary of Norton McMullen LLP (Chartered Professional Accountants), a regional accounting firm in Markham with 7 partners and 50 financial professionals serving business owners, private companies and Not for Profit organizations for over 40 years.

NMCF offers personal service, extensive experience and proven merger and acquisition results.

Experience Counts



PAUL SIMPSON CPA CA - Managing Director, is a partner at Norton McMullen LLP with over 30 years of professional financial advisory experience. Paul brings a seasoned perspective to every engagement along with his extensive M&A, audit, tax and finance experience.



TOM SCHMIDT ICD-D - Managing Director, has 35 years of senior executive experience with companies both large and small. Tom has completed Merger and Acquisition transactions within his own companies as well as advising business owners. He understands the needs of both the seller and buyer and the importance of having an experienced, hands-on advisor to guide a transaction to its successful conclusion.

Experience: Business and Industries Served

INDUSTRY

- Manufacturing
- Packaging & printing
- Electrical & electric products
- Metal products
- Engineered products
- Food & agriculture
- Warehousing & distribution

SERVICE

- Financial services
- Renewable energy
- Industrial services
- Consumer services
- Professional services



For a confidential introductory meeting to discuss plans for your company, please contact

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