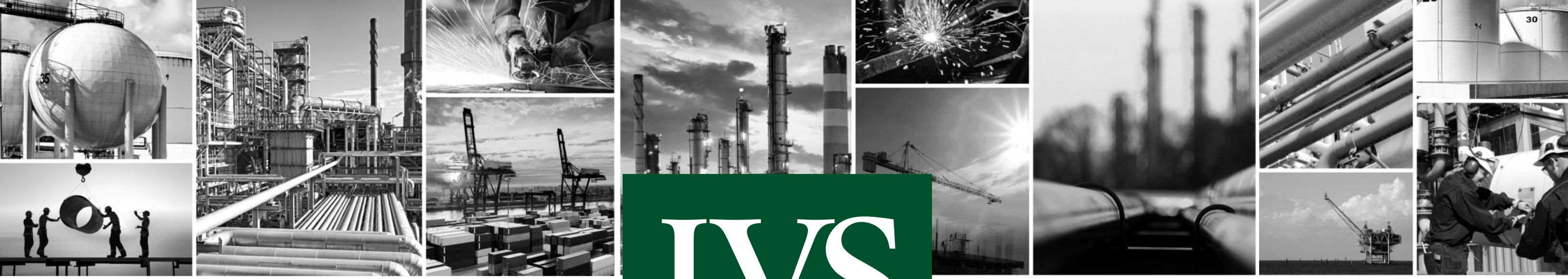

IVS

INVESTMENT BANKING

Merger & Acquisition Services for Industrial Businesses

OVERVIEW

IVS Investment Banking delivers premium financial transaction services to business owners primarily within the downstream oil and gas market. Our investment banking group leverages BIC Alliance's 35-plus years of building connections in the industrial market offering a wide variety of skills and experience.

IVS specializes in the recapitalization and/or sale of people-intensive industrial service businesses. IVS principals have built relationships with over 250 qualified private equity and strategic buyers that are searching for industrial service businesses working in the refining and petrochemical, construction, tanks and terminals, power, oil and gas, and marine sectors. Since inception, the principals of IVS Investment Banking have completed 20 investment banking transactions worth over $420 million in transactional value.

Sell Side Representation

We deliver premium value through our focus on the downstream industrial sector by creating the largest buyer pool that gets you maximum value.

Leveraged Recapitalization

Sell part of your business. Cash out up to 75% of the equity value, while keeping up to 49% of the stock going forward.

Business Valuation

Let us tell you what your business is worth. We evaluate your current business and establish the potential future enterprise value.

Merger & Acquisition Services

We guide your entire acquisition process, which includes valuing your business and working with your M&A attorney to close the transaction.

WHY IVS INVESTMENT BANKING?

IVS Investment Banking has the ability to access an unprecedented number of industry executives through its extensive data repository and leverage strong relationships with individuals and companies in the aforementioned industries, many of which span 25 years or more. With a management team made up of individuals with years of experience in the petrochemical and refining industries, investment banking and human capital due diligence, IVS Investment Banking has the knowledge and experience necessary to understand and fulfill the needs of its clients.

The IVS Investment Banking team knows the hard and soft success factors in any merger or acquisition are intertwined. For this reason, we can support your team at every stage, guiding the sell-side representation process as well as financial, legal and business due diligence and integration planning.

KEY SUCCESS FACTORS IN M&A

Hard Factors

- Acquisition search
- Due diligence
- Financial resources
- Synergies
- Integration plan

Soft Factors

- Learning environment
- Management team
- Intellectual capital
- Organizational culture
- Communication

BENEFITS TO BUSINESS OWNERS AND INVESTORS

- IVS Investment Banking assists business owners with exit plans and locating equity investors that will offer the best transaction terms.
- No other investment banking group in the industrial market has our broad and deep access to the range of both strategic and financial investors. Our relationships with strategic investors stem from our sister company BIC Alliance. BIC has provided marketing, training and consulting, and executive recruiting services to these markets for 35-plus years. Our relationships with financial investors are derived from our experience financing leveraged buyouts. This "dual path" of strategic and financial investors is one of the distinguishing elements of the IVS process.
- IVS is a high-intimacy, low-volume investment bank so business owners work directly with the principals.

INVESTMENT FOCUS

Financial Criteria
-EBITDA between $2 million and $15 million
-History of profitability and revenue growth

Management Criteria
-Owner seeking liquidity and/or exit
-Solid employee relations with high employee retention rates

Company Criteria
-Identifiable growth opportunities
-North American-based business

Investment Fund
-Fund series in progress

RECENT TRANSACTIONS

IVS INVESTMENT BANKING
advised in the acquisition of
PETROCHEM Services Group
La Porte, TX

IVS INVESTMENT BANKING
advised in a recapitalization with
SWAT
Gonzales, LA

IVS INVESTMENT BANKING
advised in a recapitalization with
KAP Project Services, Ltd.
La Porte, TX

IVS INVESTMENT BANKING
advised in the acquisition of
Industrial Cooling Tower Services, Incorporated
Baton Rouge, LA

IVS INVESTMENT BANKING
advised in the acquisition of
Southern Insulation, Inc
Sulphur, LA

IVS INVESTMENT BANKING
advised in the acquisition of
TIS Total Industrial Services, Inc.
Houston, TX

IVS INVESTMENT BANKING
advised in a recapitalization with
LoneStar Marine Shelters
Galveston, TX

IVS INVESTMENT BANKING
advised in a recapitalization with
FabEnCo, Inc. "The Safety Gate Company"
Houston, TX

IVS INVESTMENT BANKING
advised in the acquisition of
Fishbone Solutions Ltd
Deer Park, TX

IVS INVESTMENT BANKING
advised in the acquisition of
S&H Services, LLC
Houston, TX

IVS INVESTMENT BANKING
advised in the acquired assets of
Flex Tank Systems
Channelview, TX

IVS INVESTMENT BANKING
advised in the acquired assets of
Wholesale Radio Rental
Dallas, TX

IVS INVESTMENT BANKING
advised in a recapitalization with
USA Environment, L.P.
Houston, TX

IVS INVESTMENT BANKING
advised in the strategic alliance and investment with
PSI
New Orleans, LA

IVS INVESTMENT BANKING
advised in the acquisition of
HRI Incorporated
Buffalo, MO

IVS PROCESS FLOW

Introduction

- Introduction to IVS Investment Banking
- Approve confidentiality agreement
- Receive preliminary company description and financials
- Approve IVS exclusive engagement letter

Onboarding

- Management meetings
- Business due diligence
- Create confidential information memorandum
- Build financial model

Making the Market

- Send blind summary to potential buyers and private equity groups
- Approve confidentiality agreement with interested parties
- Submit confidential information memorandum
- Receive indications of interest from interested parties

Negotiation

- Formalize indications of interest to letter of intents
- Agree and select appropriate buyer
- Approve letter of intent

Due Diligence

- Business due diligence
- Legal due diligence
- Financial due diligence

Definitive documents

- Purchase agreement
- Employment agreement
- Credit agreement

Closing

- Approve remaining documentation
- Funding transaction

Contact IVS Investment Banking to receive a complimentary, detailed 10-point process for completing a sucessful transaction.

MANAGING PARTNERS

JOHN ZAPALAC

Managing Director

Zapalac joined IVS Investment Banking in January 2007 as Managing Director. He is responsible for originating, processing and ultimately closing investment banking assignments. Zapalac has been involved in the investment banking industry since 1994, primarily working on middle-market leveraged buyout transactions. Prior to joining IVS Investment Banking, he was a vice president at McFarland, Grossman & Co., an investment bank located in Houston. Zapalac received a bachelor's degree in finance from Texas A&M University and a degree in corporate finance from Fairleigh Dickinson University and graduated from Citibank's School of Banking.

THOMAS BRINSKO

CEO

A former contracts attorney for Exxon and Key Petroleum, Brinsko joined BIC Alliance in 1999 and became president in 2002. In 2020, he was named CEO of BIC Alliance and publisher of BIC Magazine. Brinsko received an undergraduate degree in business from the University of Southwestern Louisiana (now the University of Louisiana at Lafayette) and a juris doctorate from Louisiana State University's Paul M. Hebert Law Center. Brinsko serves on the board of directors of both the Association of Chemical Industry of Texas and the Economic Alliance Houston Port Region.

JEREMY OSTERBERGER

President and COO

For more than 15 years, Osterberger has built relationships with several hundred strategic buyers and qualified private equity groups focused on acquiring industrial service companies within the refining and petrochemical, tanks and terminals, pipeline, construction, and oil and gas sectors. Osterberger was promoted to president and COO of BIC Alliance in 2020. He is also involved in several downstream and industrial association committees, including the Associated Builders and Contractors of Greater Houston, East Harris County Manufacturers Association, Texas Chemical Council and Association of Chemical Industry of Texas, Louisiana Chemical Industry Alliance, and the Petrochemworks.com Workforce Development Initiative. Osterberger graduated from Louisiana State University's Manship School of Mass Communication.

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For more information about our services, connect with us today!

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