

IVS INVESTMENT BANKING

Merger & Acquisition Services for Industrial Businesses

OVERVIEW

IVS Investment Banking, a BIC Alliance company, provides financial transaction and M&A advisory services to owners and management teams of industrial businesses in the energy sector. With more than 40 years of industry connections through BIC Alliance, IVS offers expertise in mergers and acquisitions, management-led buyouts, recapitalizations, private placements and company valuations.

IVS specializes in people-intensive industrial service businesses, advising clients on acquisitions, sales and ownership transitions across the petrochemical, refining, power generation, environmental, construction, tanks and terminals, oil and gas, marine and related industrial markets. Through established relationships with private equity groups and strategic buyers, IVS connects business owners with qualified transaction partners aligned with their objectives. Since its inception, IVS Investment Banking's principals have completed transactions representing over $500 million in total 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 CHOOSE IVS?

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 40 years or more. With a management team made up of individuals with years of experience in the industrial sector, 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 that 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.

CONTACT US

Please contact us to discuss a specific opportunity. To learn more about IVS Investment Banking, visit our website at ivsinvestmentbanking.com.

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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 a 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 more than 40 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 $2M and $30M
- 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

TRANSACTIONS

Advised in the acquisition of DDT A CEDA COMPANY, Alberta, Canada	Advised in the acquisition of PETROCHEM SERVICES GROUP, Gonzales, LA	Advised in the recapitalization of SWAT SPECIALTY WELDING AND TURNAROUNDS, Gonzales, LA	Advised in the recapitalization of KAP PROJECT SERVICES, LTD., Gonzales, LA	Advised in the acquisition of Industrial Cooling Tower Services, Incorporated, Baton Rouge, LA	Advised in a recapitalization with USA ENVIRONMENT, L.P., Houston, TX
Advised in a recapitalization with CRG Creative Resource Group, Dayton, TX	Advised in the acquisition of SOUTHERN INSULATION, INC, Sulphur, LA	Advised in the acquisition of TIS Total Industrial Services, Inc., Houston, TX	Advised in a recapitalization with LONESTAR MARINE SHELTERS, Galveston, TX	Advised in a recapitalization with Fabenco by Tractel®, Houston, TX	Advised in the strategic alliance and investment with PSI, New Orleans, LA
Advised in the acquisition of FISHBONE SOLUTIONS LTD, Deer Park, TX	Advised in the acquisition of S&H Services, LLC, Houston, TX	Arranged project financing for CommSolGlobal, Houston, TX	Advised in acquired assets of FLEXTANK SYSTEMS, Channelview, TX	Advised in acquired assets of Wholesale RADIO Rental, Dallas, TX	Advised in the acquisition of HRI, Buffalo, MO

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IVS PROCESS FLOW

1 Introduction

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

2 Onboarding

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

3 Making the Market

- Send blind summary to potential buyers and private equity group
- Approve confidentiality agreement with interested parties
- Submit confidential information memorandum

4 Negotiation

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

5 Due Diligence

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

6 Definitive Documents

- Purchase agreement
- Employment agreement
- Credit agreement

7 Closing

- Approve remaining documentation
- Funding transaction

MANAGING PARTNERS

THOMAS BRINSKO,
CEO



A former contracts attorney for Exxon and Key Petroleum, Thomas 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. He holds an undergraduate degree in business from the University of Southwestern Louisiana (now the University of Louisiana at Lafayette) and a Juris Doctor from Louisiana State University's Paul M. Hebert Law Center. Brinsko also serves on the board of directors of the Texas Chemistry Alliance.

JEREMY OSTERBERGER,
President and COO



Osterberger has cultivated relationships with hundreds of strategic buyers and qualified private equity groups focused on acquiring industrial service companies across the refining and petrochemical, tanks and terminals, pipeline, construction, power and oil and gas sectors. Osterberger is president and COO of BIC Alliance. He is actively involved in several downstream and industrial trade associations and committees. Osterberger also serves on the board of directors of the Economic Alliance Houston Port Region and the Houston Livestock Show and Rodeo's Industrial Craft Competition Committee. He graduated from Louisiana State University's Manship School of Mass Communication.

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.

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