

Akin Bay (“AB”) is a New York based, FINRA-registered broker-dealer & investment banking firm, serving middle market: private, entrepreneurial, family-owned, and public companies. AB has differentiated itself over the last 30+ years, by providing a unique approach and processes in providing bespoke investment banking services, which are significantly more customized and personal in approach. Our financial advisory services include: (i) sell & buy-side M&A, (ii) institutional private placements of debt and equity, (iii) restructuring, (iv) strategic advisory, and (v) valuation/ fairness opinions. Akin Bay is one of the premier independent US investment banking boutiques, with exceptional depth and breadth of industry expertise in advising companies and institutional funds in North America, Europe, and Asia. Akin Bay’s track record for creating dynamic sale and capital raising processes, at above market valuations, is a testament to our approach to providing premium investment banking and financial advisory services.

## Bespoke Investment Banking Services

- Mergers & Acquisitions – Sell-Side & Buy-Side
- Raising Capital - Debt & Equity
- Dividend Recapitalization / Debt Restructuring
- High Yield Bonds (Public & Private – 144A rated and un-rated)
- Valuations/ Fairness Opinions
- Strategic Alternative Analysis
- General Financial Advisory Services

## Commitment to Clients

- Direct Access to Top-Tier Senior Professionals
- Specialized & Customized Services -Pre-Marketing
- Extreme Flexibility in Developing Pre-Marketing Procedures, Timelines, and Bidding Processes
- Long-Term Industry & Inst. Capital Relationships
- High Level of Confidentiality
- Develop Bespoke Strategy to Increase Valuation Providing Higher Quality Advise for Middle Market Companies
- Produce Above Market Valuation Focus on Niche Markets & Highly Specific Industries

## Sector Focus:

### INDUSTRIAL



- Distribution
- Niche/ Diversified Manufacturing
- Automotive Parts
- Services

### BUSINESS SERVICES



- IT Services & Consulting
- Engineering Services
- Financial Services
- Tech. Services

### CONSUMER



- Consumer Products/ Services
- Apparel
- Retail
- Packaging
- E-Commerce

### TECHNOLOGY



- Software
- Telecom
- Mobile Software
- Ad Tech
- Med Device

### HEALTHCARE



- Pharma
- Outsourced/ Agency/ Product Commercialization
- HC Software
- Health & Wellness

### AGRI-BUSINESS



- Distribution
- Farming Products
- Food Manufacturing
- Supermarkets
- Food Services

## Differentiated Approach and Services:

Akin Bay takes a unique approach to M&A, capital raising and financial advisory services. We use our intimate knowledge of the market from both a financial advisor and investor’s viewpoint, in analyzing a potential transaction and our client's company. Our process usually involves improving operations, optics, infrastructure, reporting processes, financial projections, and other valuation metrics, which significantly enhances equity valuation, sale price, and marketing, leading to a successful transaction for all parties.

**Representative Transactions:**

In the past 31 years, Akin Bay has successfully completed over 175 transactions. These transactions include a wide array of sectors, including 40+ sub-sectors. AB’s most recent transactions are listed below:



**minds+assembly - Acquired by Amulet Capital**

- **Closing Date:** May 2023
- **Transaction Summary:** Amulet, a middle-market private equity investment firm focused exclusively on the healthcare sector, made a significant investment in minds + assembly, an industry leading full-service, design-centric, communications and product commercialization platform, focused on servicing the healthcare sector, which includes: Pharma, Biotech, and Digital Health.



**WMG Technologies - Acquired by ABC Technologies**

(an Apollo Group Management Portfolio Company)

- **Closing Date:** March 2023
- **Purchase Price:** \$165,000,000 + Earn-Out
- **Transaction Summary:** ABC Technologies Holdings Inc. (TSX: ABCT), a leading manufacturer and supplier of custom, highly engineered, technical plastics and lightweighting innovations to the global automotive industry and controlled by Apollo. ABCT acquired 100% of the stock in WMG Technologies, a leading tier-1 and tier-2 supplier to major global automotive OEMs with 10 manufacturing facilities across Canada, the U.S., and Mexico.



**Certicable (Tinifiber) - Acquired by Columbia River Partners**

- **Closing Date:** September 2022
- **Transaction Summary:** Columbia River Partners, a lower middle-market private equity firm, focused on investments in business service, industrial, and technology platforms made an investment in Tinifiber Holdings, which holds a multiple patents for fiber optic cables. The Company is a manufacturer, distributor, and developer of armored multi-strand fiber optic cable used in infrastructure, commercial, and residential.

**Contact information:**

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