



## Delivering proprietary opportunities

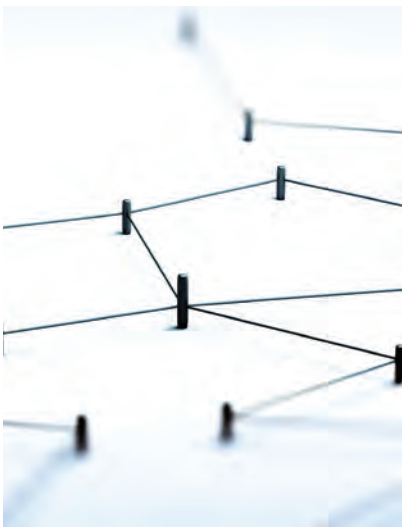
...productively, efficiently, and professionally.

### Achieving your objectives

Harborside is an M&A buy-side advisory firm that partners with your group to deliver proprietary opportunities in support of your acquisition and investment strategy. We can be your primary deal source, or we can complement an existing deal-sourcing strategy. We will deliver vetted, proprietary opportunities reflecting the thesis that achieves your objectives to avoid intensively competitive, costly, and time-consuming auctions.

### A productive, efficient, and professional search

Our clients' criteria, directions, and preferences form the profile for each of our targeted searches. We develop a detailed strategy for researching related industries, associations, sectors, participant companies, and owners. That information not only defines our multi-channel and multi-touch process, but also supports our discreet, relationship-driven approach creating a productive dialogue and facilitating prospect-client discussions.



### Outsourcing your deal flow

We specialize in sourcing proprietary acquisitions and investment opportunities on behalf of Private Equity, Family Offices, and select Corporate groups. Our proprietary searches are thesis-driven and focused on companies where owners have not announced an intention to sell.

### Our team

Harborside team members are deal-sourcing and research professionals with backgrounds in M&A, private equity, senior-level management, branding, and research with years of successful sourcing. With our experience, we understand and accommodate the needs, preferences, and objectives of our Private Equity, Family Office, and Corporate clients.

## What Harborside can do for you...multiple approaches

- **Thesis-driven Platform Searches**

We will design a unique search reflecting the industry and incorporating your preferences. Emphasis is always on identifying the optimum targets, accessing the right participants, establishing a target dialogue, and assessing and delivering the best opportunity.

- **Add-on Searches**

We routinely conduct add-on searches for existing platforms. Searches can be for a single add-on or multiple add-ons. The multiple add-on strategy is more effective, efficient, proactive, and productive and is one of the fastest means of driving portfolio company growth.

- **Combining Platform and Add-on Searches**

Where an investment strategy includes growth through acquisition, combining the platform and add-on searches into a single process will provide an early look at available platform and add-on options. Add-on transactions can be scheduled as applicable, for planned revenue and valuation growth.

- **Retainer-based Searches**

Retainer agreements are typically six-months in duration, paid monthly, and refunded upon the successful closing of opportunities we source.



- **Ad hoc Searches**

Where buyers are not on retainer, we will frequently source opportunities if we have a detailed understanding of the investment criteria and a buyer agreement in place. We routinely become aware of opportunities that we can place with buyers and investors where there is a fit.

## Exclusivity

When you engage Harborside for a retained search, we serve as your exclusive partner within the designated industry sector.

## Our Geographic Reach

We will conduct searches throughout North America, and internationally, as requested.



## Search Profiles

The following outlines the typical financial parameters for searches we conduct. Profiles outside these parameters are considered on a case-by-case basis, as are special situations.

- **Platform Acquisition Searches**

\$15M+ in Annual Revenue  
\$ 3M+ in Annual EBITDA

- **Add-on Searches**

No Minimum Revenue  
No Minimum EBITDA

- **Minority Investments**

\$15M+ in Annual Revenue  
\$ 3M+ in EBITDA