

620 Newport Center Drive, Suite 1100
Newport Beach, CA 92660
Phone: 949-200-4601 | Fax: 949-334-4601



M&A Research and Deal Support Service

International Monetary provides companies seeking add-on acquisitions a turnkey, cost-effective solution. Smart companies understand that good decision-making is driven by smart data. However, most lack the internal expertise and resources as their high fixed costs prohibit the in-house investment. Companies resolve this obstacle by leveraging our experienced M&A analyst team, equipped with the industry's highest quality research tools.

International Monetary's *M&A Research and Deal Support Service* consists of the following:

Prospect Research

Our analyst team begins its diligence by asking the vital questions required to understand your search criteria. The first iteration of deliverables includes: prospect identification lists with hand-tested executive emails, private and public transaction comparable analysis, key stats & ratios, and industry reporting. This information is used to target the transaction to the most appropriate audience. By hand-testing contact information, we ensure that the targeted business owners have the opportunity to digest the opportunity presented. Additionally, the comparable data and key stats & ratios information are used by the client to gauge how realistic their value expectation is and how well their company compares to others operationally; thereby validating the potential value of the target companies.

Pitchbook Development

International Monetary's content writers, in conjunction with our design team, will build a PowerPoint that will be used in the marketing process. We will create a compelling story to support your value expectation and marketing efforts.

Deal Support

We have developed a multipronged approach to ensure that the identified audience hears our client's pitch. Our team will build an eblast campaign, *i.e.*, email template with content & graphics, and send it to the targeted business owners. Following the eblast, our M&A analyst team will reach out to each prospect a number of times to gauge interest, consisting of up to three touches of 400 prospects.