


NEWSLETTER

February 20, 2009

Janas Associates benefits our Clients as follows:

- Resolve issues and bring parties together that have opposing opinions and agendas.
- Address problem situations so that the Client and the Lender can remedy financing challenges.
- Identify sources, negotiate terms, and close new and replacement debt financing.
- Define need for and amount of equity required, find sources, and negotiate terms.
- Provide direction and support to management for company finance, operations, and production.
- Generate tools o measure improvement.



CLIENT CASE HISTORY

Problem: *Troubled Company owed lender \$14 million. The loan was in default and approaching transfer to lender's Special Assets Department.*

Solution: *Management, in consultation with Janas, concluded the best course was to sell the company. Initial offers for the entire Company were \$20MM. Janas Associates and Management designed an action plan to break up and sell the Company.*

Result: *The Company realized a \$24 million valuation. The lender was repaid in full, including interest and fees.*

- Interface with Client tax counsel or CPA firm to identify and minimize tax consequences of transactions.
- Prepare strategic plans by facilitating interaction with owners, management, professional firms, and other parties-in-interest related to the Client company.
- Apply our experience to Client company industry niche, identify personal goals and objectives of equity holders and management, and support implementation of strategic plans.

Despite challenging market conditions, the acquisition and sale of middle market companies remains active. Strategic buyers have become more active. Janas Associates understands how to complete transactions.

Janas Associates is a leading middle market Investment Banker and Management Consultant that represents owners of middle market companies. For more information, please visit www.janascorp.com or contact a Janas Associates professional.

Securities through: South Lake Avenue Securities Corporation
Member: FINRA, SIPC

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