

# JANAS



## INVESTMENT BANKERS & CONSULTANTS

November, 2017

### WANT YOUR SHARE OF \$1 TRILLION ?

Private Equity Groups ("PEG's") worldwide are reported to have \$1.0 Trillion of 'dry powder'? In other words, available liquidity that needs to be invested primarily in Middle Market companies. The amount of funding available is significantly larger than the number of targets available for acquisition.

Janas is pursuing the sale of several Middle Market companies in manufacturing, distribution and processing. Within recent weeks, we have contacted numerous PEG's with respect to two new offerings. All are hungry for deals.

- **Agriculture**
- **Food Processing**
- **Medical Devices**
- **Technology**
- **Value Added Distribution**
- **Manufacturing**

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We anticipate that this level of interest will continue through 2018, assuming that no major tragedies occur in the world beyond those that occurred in recent months. There are, however, clouds on the horizon as valuations and closings have declined in 2017.

Lower Middle Market companies attract significant PEG interest with a good story. Janas is particularly adept at **'telling a good story'**, a skill that reflects in the firm's significant level of success for our clients. Janas identifies those special aspects of each client company that enhances the story and the valuation.

**"Whatever goes up must come down."** We all know this truism, but do not always listen. We are now in an 'up' with floods of money looking for a home. ***If you or your clients have given consideration to a sale or if you have not, now is the time!!***



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Dick Gregerson, President

Prior financial results are not an assurance of future financial results.

**THE MARKET INDICATES  
HIGH EBITDA MULTIPLES  
FOR QUALITY COMPANIES**

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STRATEGIC BUYERS**

**Securities Through:  
JCC ADVISORS, LLC**

**Member: FINRA/SIPC**

**Janas Associates, Investment Bankers, and Janas Consulting, Management Consultants are recruiting new professionals to support growth of the Firm.**

**JANAS** is an Investment Bank and Management Consulting firm focused on the middle market. Our professionals have personal experience in many industries and as former practicing professionals. We "*Put ourselves in the shoes of our clients.*"

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**Investment Bankers and  
Consultants**

**Meeting Client Challenges**

**JANAS Consulting.**

**Our Results Speak for  
Themselves.**

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