

Our Values, Expertise and Dedication Deliver **Success.**

INVESTMENT BANKING

Often business owners seek strategic advice related to the possibility of selling their company. The sale of a business represents one of the single largest financial decisions an owner will ever make. At Benjamin F. Edwards & Co., we have the tools, expertise and perspective to help.

OUR APPROACH

When we represent a company, we have one goal, maximizing value for our client. We start by understanding the unique circumstances and needs of clients and then structure engagements accordingly. Our experienced investment bankers have collectively and successfully closed over 100 middle market transactions during their respective careers.

OUR SERVICES

Selling Middle Market Companies

We are experienced and experts in each key element of the selling process including:

- Presenting the client profile
- Targeting and approaching potential buyers
- Managing due diligence
- Negotiating optimal terms and agreements
- Closing the deal to maximize value

Buying Middle Market Companies

- Assisting clients in identifying and structuring targeted acquisitions

Advisory Services

We act as a strategic and financial resource and serve as a trusted partner for our clients. This includes:

- Strategic and financial alternative reviews
- Acting as an independent advisor to CEO's

OUR TEAM

Years of experience have taught us the importance of managing the ups and downs of each transaction. We bring a calm, expert perspective to the process while upholding strict confidentiality. We believe selling or acquiring a business requires technical skill, experience and knowledge along with creativity and tenacity.

DOUG RUBENSTEIN

Senior Vice President and Director of Capital Markets

314-480-1010 | douglas.rubenstein@benjaminfedwards.com

Over the course of his 30-year investment banking career, Doug has sourced, led and participated in public and private transactions totaling more than \$50 billion.

SHELBY SCHAGRIN

Managing Director – Investment Banking

314-480-1032 | shelby.schagrin@benjaminfedwards.com

As an entrepreneur, an investment banker and a director of corporate strategy for a mid-sized company, Shelby has advised CEO's on buying and selling companies and other strategic issues.

HUGH SCOTT, III

Independent Consultant – Investment Banking

Hugh has a 15-year investment banking track record specializing in assisting business owners of closely-held companies from a wide variety of industries with mergers, acquisitions, and divestitures. Previously, he spent more than 20 years as a successful CEO and business owner.

OUR FIRM

At Benjamin F. Edwards & Co., we are committed to providing investment banking services and business advice, with a focus on selling middle-market companies. Driving us throughout the process is the client-first philosophy that all of us at Benjamin F. Edwards & Co. embrace. It is an approach that keeps our focus where it should be—on our clients.



BENJAMIN F. EDWARDS® & CO.
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One North Brentwood Boulevard | Suite 850 | St. Louis, MO 63105

benjaminfedwards.com

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