Lead with Insight and Expert Advice When Buying or Selling a Company

Whether the future of your business involves a sale, merger, acquisition, divestiture or other exit strategy, building a roadmap with a well-marked route is essential to successfully navigating what is often a complex and challenging journey.

With strategic and informed advisory support from The MFA Companies®, the structuring, negotiation and execution of your transaction is addressed in a way that supports the achievement of your ultimate definition of success. We’re able to quickly uncover critical issues and key risk factors as well as identify opportunities to maximize your position in ways that are not always readily apparent.

How MFA Can Help

MFA’s Transaction Advisory Team focuses on serving owners of family-owned and closely-held businesses as well as private equity groups, venture capital firms and other financial investors.

Sellers
Early on, MFA helps sellers identify valuation drivers in their businesses and courses of action to enhance them. Expect us to go above and beyond as we prepare your team for all angles of the buyer’s financial due diligence process – even staging practice runs during the coaching process. Our informed perspective will help you anticipate and address potential roadblocks before they become deal breakers and effectively demonstrate your company’s overall worth to potential buyers.

Buyers
MFA’s financial, tax, information technology and retirement plan due diligence services provide those who are purchasing with invaluable insight into the target company. We understand the importance of timely, accurate assessments, and we work hard to consistently deliver services that reduce risk and eliminate post-acquisition surprises. We act as your advisors during the entire negotiation process and help structure transactions that minimize tax implications and maximize your financial outcome.
What MFA’s Transaction Advisory Services Can Do For You

- Consider the various implications of your business’ transaction, including those related to tax obligations and incentives, wealth accumulation and investment management, philanthropy and long-term estate planning
- Examine a variety of intangible considerations such as owner separation from the business, customer concerns, future of employees and other daunting “what if” scenarios
- Quickly uncover critical issues and key risk factors and address potential roadblocks before they become deal breakers
- Identify opportunities to maximize your position in ways that are not always readily apparent
- Effectively demonstrate your company’s overall worth to potential buyers
- Design and execute a plan to optimize, among other things, a company’s economic value drivers, normalized EBITDA adjustments and post-transaction after-tax returns
- Ensure the merger or acquisition transaction process is a seamless and uninterrupted experience

Spectrum of Services

**M&A Advisory**
- Sell-side M&A
- Buy-side M&A
- Valuation
- Recapitalizations
- Stock Repurchases
- Bank Financing
- Fairness Opinions
- Deal Negotiation
- General Corporate Advisory

**Business Transition Planning**
- Financial Reporting & Tax Planning
- Internal Controls
- Valuation Assessment
- Succession Planning

**Buyer and Seller Due Diligence**
- Company Background & Organizational Review
- Income Statement & Financial Analysis
- Quality of Earnings Analysis
- Financial Forecast Review
- Commitments & Contingencies Analysis
- Tax Review and Analysis
- Retirement Plans

**Wealth Management**
- Portfolio Management
- Financial Planning
- Retirement Planning
- Inheritance, Estate & Gift Planning
- Philanthropic Advisory

Investment banking services provided by MFA Capital Advisors. Securities transactions performed by MFA Securities (Member: FINRA/SIPC). Wealth management services performed by MFA Asset Management, an SEC-registered investment advisor.