



TRAFALGAR CAPITAL PARTNERS  
INVESTMENT BANKERS

# Trafalgar Capital Partners

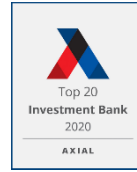
## Summary Overview

2024

TRAFALGAR CAPITAL PARTNERS

# About Us

Trafalgar Capital Partners (“Trafalgar”) was founded in 2015 and is exclusively focused on Technology and Technology-Enabled Business Services companies.



- Trafalgar’s team has closed 60+ deals in the last two decades, creating over \$3 billion of value for shareholders.
- The Trafalgar leadership team has developed deep relationships with major industry players, financial sponsors, and other capital providers, resulting in superior insights, perspectives, and results.

## Core Services

<b>Mergers &amp; Acquisitions</b>	<ul style="list-style-type: none"> <li>Sell-Side &amp; Buy-Side</li> <li>Recapitalizations</li> <li>Management Buyouts (MBOs)</li> </ul>	<ul style="list-style-type: none"> <li>Cross-Border Advisory</li> <li>Divestitures</li> <li>Restructurings</li> </ul>
<b>Corporate Finance</b>	<ul style="list-style-type: none"> <li>Equity Capital Raises</li> <li>Debt Capital Raises</li> </ul>	<ul style="list-style-type: none"> <li>Mezzanine Capital Raises</li> <li>Special Situation Financing</li> </ul>
<b>Transaction Opinions / Corporate Valuation Advisory</b>	<ul style="list-style-type: none"> <li>409A/Stock Compensation (IRC 409A)</li> <li>Gift, Estate, and Income Tax Compliance</li> <li>Fairness Opinions</li> </ul>	<ul style="list-style-type: none"> <li>Purchase Price Allocation (ASC 805)</li> <li>Private Equity Portfolio Valuation &amp; Advisory</li> <li>Buy-Sell Agreement Valuation</li> </ul>
<b>Employee Stock Ownership Plan (ESOP)</b>	<ul style="list-style-type: none"> <li>Feasibility and Transaction Analysis</li> <li>Design and Installation</li> </ul>	<ul style="list-style-type: none"> <li>Financing</li> <li>Annual ESOP Plan Valuations</li> </ul>

## Industry Coverage

<b>Business Services</b>	<ul style="list-style-type: none"> <li>Government Services</li> <li>Technical Facility &amp; Residential</li> </ul>	<ul style="list-style-type: none"> <li>Human Capital Management Services</li> <li>Transportation &amp; Logistics</li> </ul>
<b>Consumer and Retail</b>	<ul style="list-style-type: none"> <li>Auto Aftermarket</li> </ul>	<ul style="list-style-type: none"> <li>Circular Marketplaces (Peer-to-Peer, Managed Marketplaces)</li> </ul>
<b>FinTech</b>	<ul style="list-style-type: none"> <li>Real Estate Tech</li> <li>Insurance Tech</li> </ul>	<ul style="list-style-type: none"> <li>Retail Tech</li> </ul>
<b>Healthcare</b>	<ul style="list-style-type: none"> <li>Payor-Focused IT</li> </ul>	<ul style="list-style-type: none"> <li>Provider-Focused IT</li> <li>Telehealth</li> </ul>
<b>Industrials</b>	<ul style="list-style-type: none"> <li>Engineering &amp; Infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Security &amp; Safety Solutions</li> </ul>
<b>Software</b>	<ul style="list-style-type: none"> <li>Asset &amp; Facilities Management</li> <li>BI &amp; Analytics</li> <li>Communications &amp; Collaboration</li> </ul>	<ul style="list-style-type: none"> <li>ERP</li> <li>Governance, Risk, and Compliance</li> <li>HR &amp; Talent Management</li> <li>Payments</li> </ul>
<b>Technology</b>	<ul style="list-style-type: none"> <li>Cloud Software &amp; Services</li> <li>Cybersecurity</li> <li>Data Centers &amp; Managed Services</li> </ul>	<ul style="list-style-type: none"> <li>Digital Media &amp; Entertainment</li> <li>Infrastructure Software</li> <li>IT / Tech Services</li> </ul>

# The Trafalgar Values & Execution Team



## In-Depth Market Intelligence

Comprehensive coverage model and senior level relationships with major industry players, financial sponsors, and other capital providers yields superior insights and perspectives

# \$3B

## Deep Industry Expertise

Have closed on 60+ deals, creating \$3 Billion in value for shareholders



## Independent Advisor

No potential conflicts of interest from buy-side and capital markets influence



## Consultative Methodology

Combined with exceptional transaction execution, our customized strategies drive optimal deal results



**Frantz Casseus**  
Founder & MD



**Steve Hittle**  
Director



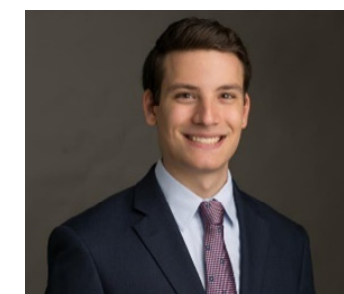
**Ledgine Baptiste**  
Vice President



**Joseph Kuta**  
Analyst



**Quinn McLaughlin**  
Analyst



**Ethan Selko**  
Analyst

# Representative Closed M&A Transactions

**Sell Side Advisor**

A MANAGED SERVICES COMPANY  
on its sale to  
 NetworkCoverage  
a portfolio company of  
 TENEX CAPITAL MANAGEMENT

**Sell Side Advisor**

on its sale to  
**Klarna.**

**Sell Side Advisor**

on its recapitalization by  
 CORBEL CAPITAL PARTNERS

**Sell Side Advisor**

on its sale to  
 IMB PARTNERS

**Sell Side Advisor**

on its sale to  
 Diversified.  
a portfolio company of  
 TAILWIND CAPITAL

**Sell Side Advisor**

on its sale to  
 new era.  
a portfolio company of  
**GEMINI INVESTORS**

**Sell Side Advisor**

on its sale of its  
Machine Translation  
Technology to  
 ebay

**Sell Side Advisor**

on purchase of certain  
assets from  
 leidos

**Sell Side Advisor**

on its sale to  
 SOLUTIONZ CONFERRING, INC.  
a portfolio company of  
 FERNANDEZ HOLDINGS, INC.

**Sell Side Advisor**

on its sale to  
 SAIC

**Sell Side Advisor**

on its  
recapitalization by  
 HURON CAPITAL

**Sell Side Advisor**

on its  
recapitalization by  
 COLUMBIA CAPITAL

**Sell Side Advisor**

on its sale to  
 Data Realty  
a portfolio company of  
 GA  
Graham Allen Partners

**Sell Side Advisor**

on the sale of its Security  
Division to  
 Convergint  
a portfolio company of  
 ARES

**Sell Side Advisor**

on its sale to  
 DAKTRONICS

**Sell Side Advisor**

on its sale to  
 AVI SPL  
a portfolio company of  
 H.I.G. CAPITAL

**Buy Side Advisor**

a portfolio company of  
 FERNANDEZ HOLDINGS, INC.  
on its acquisition of  
 SSi  
SUMMIT SYSTEMS INC

**Sell Side Advisor**

on the sale of certain assets to  
 M.C. DEAN  
BUILDING INTELLIGENCE