



DELIVER THE VALUE.

Our mission is to deliver the value of our clients' vision.

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intrepidib.com | Mergers & Acquisitions | Capital Markets | Strategic Advisory | A subsidiary of MUFG Union Bank

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An Unstoppable Ethos

We are a tenacious group whose shared values give us the strength to win big for our clients. Our professionals display perseverance, competitiveness, and fortitude—the attributes rooted in our brand, culture, and name.

Our Story

In 2010, the firm's founding partners set out to build an exceptional team of individuals united by a common vision. Today, Intrepid is widely recognized for its ability to convey the value in each entrepreneur's story through a process designed to yield outsized results. We believe that the value of a company lies in the magic of its culture, its innovative spirit, and its attributes. Helping companies and entrepreneurs realize their dreams allows us to realize ours: to deliver the value of an enterprise that reflects its true potential.

Based in Los Angeles with a 60-person team, Intrepid is the investment banking arm of MUFG Union Bank, N.A., a member of the Mitsubishi UFJ Financial Group (NYSE: MUFG), the largest bank in Japan and the fifth largest banking institution worldwide. In January 2019, Intrepid was acquired by Union Bank to bring high-value strategic advisory services to national and international middle-market companies that need M&A and capital advisory services throughout their business life cycle.

What We Do

Intrepid provides M&A, capital raising, and strategic advisory services to entrepreneurs and middle-market companies in various industry sectors. From startup to exit, a business undergoes constant transformation. Growth requires strategy, capital, and execution. Entrepreneurs turn to us for advice in value-defining events throughout the life cycle of their companies—raising capital, making strategic acquisitions, realizing partial liquidity, and exiting their business.

Client Profile

Since we have seen the playbook for value creation more than once, we often advise clients on how their decisions throughout the life cycle impact exit value.

- Middle-market companies with valuations ranging from \$25 million to \$1 billion
- Entrepreneurs
- Family-owned businesses
- Privately-owned businesses
- Portfolio companies of financial sponsors
- Major corporations

Industry Expertise

Our senior bankers are recognized for their industry focus, inspired positioning of key value drivers, far-reaching acquirer access, and highly-effective execution skills. Our bankers can create value well before a transaction by providing insight into:

- Your growth strategies and liquidity options
- Prevailing market conditions and valuations in your industry
- Attributes that make your company more valuable to investors or acquirers

Industry Sectors and Dedicated Practices

- Beauty & Personal Care
- Business Services
- Commercial & Consumer Technology
- Digital Media
- Food, Beverage & Agriculture
- Healthcare
- Industrials
- Lifestyle Brands
- Software & Services
- Toys & Giftware

Global Reach

Intrepid has several proprietary channels that give it unique acquirer and investor reach worldwide.

- **MUFG** - 50 countries, 2,700 locations globally, 180,000 professionals, with dedicated industry coverage groups calling on all major companies in all key industry sectors.
- **MUFG Union Bank** - 21st largest commercial bank in the U.S., with approximately 340 retail branches on the West Coast.
- **Sponsor coverage teams of MUFG and MUFG Union Bank** - Both organizations maintain dedicated groups of professionals calling on the leading private equity sponsors in the U.S.
- **Morgan Stanley** - Our parent company is the largest single shareholder in Morgan Stanley, giving us access to collaborate on various opportunities.
- **Oaklins** - Active member of leading M&A alliance with 850 professionals in 70 offices worldwide.

What We Do

Mergers & Acquisitions

Sell-Side Advisory

Unlocking Value

We advise clients in a full range of liquidity transactions ranging from a minority sale or a majority recapitalization with a financial sponsor, to a full sale to a financial or strategic acquirer.

How we do it

- Provide insight on value drivers well before our engagement: timing, company positioning and growth strategy, value attributes, liquidity options, preparation
- Listen to our clients, challenge their assumptions and make sure they gain clarity on desired outcome
- Custom design the breadth and type of process to maximize value and minimize risk
- Make sure our process retains maximum confidentiality and negotiating leverage
- Prepare our clients well before the process to minimize surprises and deliver a compelling, defensible story
- Commit senior level bankers at every step of the transaction
- Devote an extraordinary team of bankers who obsess over serving their client 24/7
- Recommend only those outcomes that are in the best interests of our client

Buy-Side Advisory

Acquisition Expertise

Acquisitions represent an essential growth strategy in a slow-growing economy. We provide a full range of buy-side advisory services that include:

Targeted process

Assist clients with negotiations, diligence and financing to complete an identified transaction.

Full search process

Manage complete search processes that include development of an acquisition plan, identifying and contacting targets, arranging financing, negotiating terms, and assisting with diligence. We bring the knowledge base and relationships of our industry bankers in assisting our buy-side clients to formulate and successfully complete acquisition plans.

What We Do

Strategic Advisory

Actionable Strategies

We draw on our industry expertise and transactional experience to provide various types of strategic advisory services that include:

- Transaction support services such as: fairness opinions and solvency opinions to stakeholders including shareholders, boards of directors, special committees, creditors and trustees.
- Value creation advisory services such as: an evaluation of the business and identification of value drivers that can have a material impact on the ultimate value of the enterprise.

Capital Markets

Every business is born from its founder's entrepreneurial vision, energy and life savings. On its journey, a business encounters capital needs that may include:

- Funding organic growth
- Financing an acquisition
- Refinancing its capital structure
- Funding a turnaround plan
- Providing partial liquidity to its owners

We have a deep network of capital providers and we make them compete

Securing the best financing terms and structure requires access to multiple capital providers through an expertly run process. We maintain extensive relationships with institutional capital providers ranging from private equity sponsors, growth equity investors and family offices to institutional debt funds, commercial finance companies, banks and non-traditional capital sources. We work closely with clients to model the capital structure that addresses their risk profile, growth expectations and current financial profile and run highly competitive processes to maximize valuations, terms and certainty of closing.

We listen to our clients

Our approach to each mandate is to build a long-term relationship. Our bankers listen to our clients' needs, challenge their assumptions, recommend the most suitable alternatives, and remain relentlessly focused on serving client interests.

We bring unique industry insight

Drawing on more than three decades of experience and our various industry practices, our transaction teams effectively position each opportunity and convey the client's story in compelling ways that resonate with capital providers.

We access a variety of institutional capital

- Senior debt
- Unitranche debt
- Structured junior and mezzanine debt
- Structured equity
- Common equity

Select Recent Transactions

rainshadowlabs
innovative natural science est. 1983

has been acquired by

WESTHOOK

Advisor to Westhook Capital

visual data
MEDIA SERVICES

has received a
strategic investment from
and partnered with



ENDEAVOUR

Advisor to Visual Data Media Services

Disruptive Products, Inc.
parent company of



TASTEMAKERS, LLC.
SETTING THE TREND.

creator of



has received an investment
from



Advisor to Disruptive Products

Substantially all the assets of



have been acquired by



(LSE: BATS)

Advisor to DRYFT Sciences



The Music People

has been acquired by



a subsidiary of



Advisor to The Music People

THE
Inception
COMPANY.

has received structured
growth capital from



Advisor to The Inception Company



has been acquired by



Wrench Group

a portfolio company of

LGP | LEONARD GREEN
& PARTNERS

Advisor to Service Champions

verilux

has been acquired by

BEAR
DOWN
BRANDS

a portfolio company of

tOpospin
CONSUMER PARTNERS

Advisor to Bear Down Brands

Westone

a portfolio company of

HealthEdge
INVESTMENT PARTNERS

has sold its music division
Westone Audio to



Lucid
AUDIO

Advisor to Westone

Select Recent Transactions



has merged with



a portfolio company of



Advisor to Paragon Private Health




has been acquired by




a portfolio company of



Advisor to Lakin Tire



has been acquired by



Advisor to ALC Schools, LLC



has received an investment from




Advisor to Barrington Media Group




has received a growth investment from




Advisor to Unix-WGP Packaging




has acquired




Advisor to Sonance



has been acquired by



a portfolio company of



Advisor to D3 Inc., dba 9to5 Seating



has been acquired by



a portfolio company of



Advisor to Cicoil



has received a growth equity investment from



Advisor to Datassential



Social Responsibility

We believe in giving back and affecting a positive change in the community we work and live in. Since its founding in 2016, the Intrepid CARES Program and our colleagues have taken an active role in supporting various charitable organizations by volunteering their time to serving the greater good. We make contributions to local and national charities in honor of philanthropic endeavors supported by our employees or in honor of our clients. Moreover, we are committed to working with clients on strategic issues related to socially minded business ventures and sponsor various causes and events.

Social impact because it matters

- Arts, culture, and the humanities
- Health and wellness
- Education and research
- Environment and animals
- Human services, including children's causes

Meet Our Leadership Team

We live by a strong set of values. We hire extraordinary people, nurture a special culture, and focus on serving our clients. We live for the challenge to drive value beyond clients' expectations. Outsized results require vision, passion, commitment, and grit. That's how our clients created great companies—through their willingness to challenge convention. That's how we deliver the value they created—through our tenacious team whose shared values give us the strength to win, even against the toughest competition.



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"The Prestigious LA 500 List"

- Los Angeles Business Journal



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"Most Influential Investment Bankers"

- Los Angeles Business Journal

"Refinancing Deal of the Year for Mercury Media"

- The M&A Advisor



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“Leaders of Influence”

- Los Angeles Business Journal

“Most Influential Private Equity Investors & Advisors”

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“Most Influential Private Equity Investors & Advisors”

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- Los Angeles Business Journal



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“Most Influential Marketers in LA”

- Los Angeles Business Journal

“Business Women of the Year” – CEO Today



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"President's Award"

- MUFG Union Bank



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"Top Women in Banking"

- Los Angeles Business Journal

"Top 100 People in Finance"

- Top 100 Magazine



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About Intrepid

Intrepid provides **M&A**, **capital raising** and **strategic advisory** services to **entrepreneurs** and middle-market companies in various **industry sectors**. Our heritage breeds a culture that embraces teamwork, tenacity and creativity to help **our clients win big**. We believe that every company has an entrepreneurial passion that drives it and a story that defines it. **Our team** delivers results through skillful positioning and relentless execution. Based in Los Angeles, Intrepid augments its international capabilities through its active participation in **Oaklins**, an exclusive global alliance of M&A advisory firms.

Investment Banking Services

Mergers & Acquisitions

Sell-side Advisory

Buy-side Advisory

Capital Markets

Growth Capital

Refinancing

Acquisitions

Recapitalizations

Turnarounds

Strategic Advisory

Financial Restructuring

Fairness and Solvency Opinions

Value Creation Advisory

Industry Groups and Practices

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- Food, Beverage & Agriculture
- Lifestyle Brands
- Toys & Giftware

Technology & Digital Media

- Commercial & Consumer Technology
- Digital Media
- Software & Services

Healthcare

Industrials