



# what we do

## FLAHERTY CAPITAL MARKETS

Flaherty Capital is a private investment banking firm specializing in the food & beverage and agribusiness industries. In these focused areas of expertise, we apply a wide range of corporate finance and advisory capabilities to help our clients with growth, capital and ownership opportunities or challenges.

### SERVICES

- ▲ Mergers, acquisitions and divestitures
- ▲ Management buyouts
- ▲ Raising equity and debt capital
- ▲ Partial sale of companies - obtaining liquidity while maintaining operating control
- ▲ Minority interests repurchase
- ▲ Family ownership transitions
- ▲ Debt restructurings
- ▲ Recapitalizations



We view our role as agents of change. We do not sell products in search of applications, but rather are committed to working closely with clients combining ideas, relationships and capital to create and maximize shareholder value.

financial advisory services

mergers & acquisitions

capital raising

# why Flaherty Capital

## EXPERTISE

We focus on the U.S. food chain sectors that are not routinely followed by our competition. Our transactional experience, relationships, and industry observations are invaluable to our clients.

## EXPERIENCE

Our farm-to-fork experience gives Flaherty Capital the ability to understand industry changes along the food chain and recognize opportunities for our clients.

## ADVICE

Flaherty Capital helps measure and control the risk of growth, capital events, and ownership changes. We identify and protect shareholder value and preserve shareholder/lender relationships. Flaherty Capital assists clients in creating and maintaining strategic relationships.

## COMMITMENT

Senior professionals are involved with each client in every transaction. Clients start with a partner, work with a partner, and close with a partner.

Flaherty Capital was established by one of the cofounders of Cybus Capital Markets, which was sold to First National Investment Banking in May 2007. Cybus was a national investment banking firm providing corporate finance services to the food & beverage and agribusiness sectors. Cybus was the successor to MONY Capital Markets, the investment banking subsidiary of Mutual New York Life Insurance as the result of a management buyout in 1995. During more than 25 years in business, Cybus worked with hundreds of clients; exceeding \$3 billion in completed transactions.



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# Client Successes - Expertise Across Industry Sectors



▲ Denotes multiple transactions completed for client.

## Client Comments

*“We initially retained Flaherty in 1998 to advise us on our acquisition of Early California and again in 2005 because Flaherty brings a tremendous range, breadth and depth of knowledge and experience to our relationship.*

*Their food industry experience sets Flaherty apart and is what led to results for us ...”*

### Felix Musco

President, Musco Family Olive Co.

*“Ron did such a great job in selling my company; I truly don't think I could have gotten this done without him...”*

### Bob Jenson

President, Jenson Meat Co.

*Flaherty brings confidence, professionalism, and ‘do-ability’ to projects. Also enjoyable to work with...”*

### Steve Jurek

President, Gold'n Plump Poultry

*“Ron is experienced, down-to-earth, and practical. He knows the food industry inside and out and knows all the players. Ron will give 100% of his time and energy and you can rely on what he says and his advice...”*

### John Landis

Former Chief Financial Officer, Foster Farms