



INVESTMENT BANKERS AS FINANCIAL TRANSACTION SPECIALISTS  
ADDING VALUE TO EACH TRANSACTION

*SEQUENCE FINANCIAL SPECIALISTS LLC ("SEQUENCE") WORKS WITH SMALL TO MIDDLE MARKET COMPANIES TO ASSIST OUR CLIENTS' PURSUIT OF THEIR FINANCIAL GOALS BY BUILDING TRUSTING RELATIONSHIPS AND UTILIZING OUR EXPERTISE IN THE TRANSACTIONAL PROCESS BY PROVIDING INDIVIDUALLY TAILORED FINANCIAL SERVICES AND SOLUTIONS.*

FIRM  
PROFILE

SEQUENCE is a FINRA registered broker/dealer firm headquartered in Charleston, SC that provides investment banking and advisory services. We are FINANCIAL TRANSACTION SPECIALISTS ("FTS") with a focus on adding value to each financial transaction including the restructure of debt, access to equity, M&A, consultations and execution of legacy exits.

PARENT  
PROFILE

SEQUENCE is a subsidiary of Sequence Holdings LLC, a financial services company that has two additional subsidiaries; Sequence Debt Resolution LLC and Sequence Real Estate LLC. The firm has offices in Charleston, SC (HQ), Florence, SC, Charlotte, NC, Houston, TX, Austin, TX and Atlanta, GA.

SEQUENCE  
TEAM

The SEQUENCE team offers a broad base of knowledge in many industries along with significant transaction experience. Comprised of investment banking and consulting professionals, SEQUENCE has a network of both strategic and financial investors. Our team has specific experience in the manufacturing, distribution and service industries. As well, our representatives in Texas have substantial experience in the petroleum and energy sectors. Further, the team has developed a niche in the nuances of closely held businesses both as to their unique needs and concerns regarding tax ramifications.

Our team is led by two Senior Managing Directors, W. Michael Grady, Principal and Gene King, Head of Business Development. Each brings over 25 years of business, transactional and refinancing experience. Working together, the entire SEQUENCE team offers a deep and unique skill set required to complete successful financial transactions.

SEQUENCE  
SERVICES

SEQUENCE specializes in financial transactions ranging from \$2 to \$100 Million in size with a focus on adding value to each transaction. Our clients are generally companies that have progressed beyond the start-up phase and whose business concept(s) or product(s) have already been adequately proven. As Investment Bankers and FTS, we help clients find solutions to issues and opportunities related to special financing needs including mergers & acquisitions for buyers and sellers, debt restructuring, capital for growth and legacy exit alternatives. SEQUENCE also offers advisory services for any stage of the transactional process.

**DEBT** - We work with companies that need debt for growth capital or restructuring. Companies that have experienced economic challenges but have positive cash flow can refinance to lower expenses or gain access to capital. SEQUENCE can assist companies in developing a definitive plan to turn its operations around through debt restructure.

**EQUITY** - When arranging an equity transaction for new or additional owners, SEQUENCE helps determine the amount and type of capital to be raised. Each transaction is different and many require a combination of debt and different classes of equity. We work with and advise our clients on the ideal capital structure to fit their unique circumstances.

**MERGERS & ACQUISITIONS** - We leverage our experiences to provide clients with strategic counsel. On the Buy-side, SEQUENCE represents purchasers in acquiring a targeted business. On the Sell-side, SEQUENCE represents sellers on an exclusive basis and manages the entire process of selling a company in part or in whole.

**LEGACY EXIT ALTERNATIVES** - In today's economic environment, family businesses face two major issues when considering an exit strategy. First, children are deciding not to re-enter the family business. Second, it may not make sense for the children to buy out family members. SEQUENCE will work with a legacy business to resolve the dilemma with an alternative exit strategy for the present and future needs of the family.

THE  
SEQUENCE  
PROCESS

SEQUENCE utilizes a transactional process proven to deliver results. After executing a confidentiality agreement, SEQUENCE provides an initial review of needs. Concurrently, the company will evaluate SEQUENCE's capabilities. Should the parties decide to move forward, an agreement will be prepared and executed. SEQUENCE will then analyze and evaluate the existing conditions of the company and together, the parties will tailor a solution. To execute the plan of action, SEQUENCE will lead the marketing and negotiating efforts to achieve a successful result.

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