

*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 an additional subsidiary; Sequence Real Estate LLC. The firm has offices in Charleston, SC (HQ) and Florence, SC.

**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. 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 W. Michael Grady, Principal and Senior Managing Director and Gene King, Head of Business Development for SEQUENCE and Managing Director of Sequence Holdings . 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 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, 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.

**SPECIALIZED TRANSACTIONS** – We have developed a relationship as the Managing Broker Dealer for a Sponsor who provides real estate investment program opportunities to retail investors through syndicated programs. The Sponsor’s marketing materials contemplate alternative uses of the property which often include (1) holding for investment, (2) developing the property, or (3) granting a conservation easement. As well, SEQUENCE is presently consulting with businesses that are interested in raising capital through non-traditional sources including foreign investors.

**DEBT** - We work with companies that need debt for growth capital or restructuring. Often, a company has an opportunity to expand its operations but needs new capital to accomplish the expansion. Other companies may have experienced economic challenges but have recovered with positive cash flow with a need to refinance to lower expenses or obtain capital to improve its financial condition to complete the turnaround. SEQUENCE can assist companies in either situation by developing a definitive plan to turn its operations around through new debt or restructuring existing liabilities.

**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 and, where appropriate, lead the efforts to raise the needed capital.

**MERGERS & ACQUISITIONS** - We leverage our experiences to provide clients with strategic counsel. On the Buy-side, SEQUENCE represents purchasers in acquiring a targeted business and, when needed, assist in raising capital. 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**- Family businesses face two major issues when considering an exit strategy. First, children deciding not to re-enter the family businesses. 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 and assist in the execution of the plan.

**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 strategy to meet the need. To execute the plan of action, SEQUENCE will lead the marketing and negotiating efforts with the goal of achieving a successful transaction.

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