

About Berkery Noyes

Founded in 1980, Berkery Noyes is the leading independent investment bank specializing in the information content and technology industries. The firm has initiated, managed and closed more than 400 merger and acquisition transactions for privately held and publicly traded companies in the business, technology, education, health, financial and legal information segments. Berkery Noyes is unique among investment banking firms in that we combine truly independent strategic research and industry intelligence with senior information technology banking expertise. With no equity fund or brokerage business to manage, our partners and investment banking professionals are one hundred percent focused on M&A advisory services. Berkery Noyes employs over 40 individuals with deep industry knowledge and experience who strive to exceed our clients' expectations by maximizing the full value of their information technology and content assets.



L to R: Peter Ognibene, Dick O'Donnell or John Guzzo

ASSET CONTROL INTERNATIONAL B.V.– Case Study

ASSIGNMENT:

Berkery Noyes was retained by the owner of Asset Control to find either a buyer or majority investor for the company. Owner required that buyer or investor furnish a new CEO to replace him, at close.

COMPANY:

Asset Control — The Company is the world's leading provider of Centralized Data Management ("CDM") to financial industry firms.

RESULTS AND CONTRIBUTIONS:

- ◆ Successfully closed a transaction with a financial sponsor who made a majority investment
- ◆ Sponsor furnished the former head of Reuters North America as the new CEO
- ◆ Seller was named Chairman post-transaction and retained a modest minority ownership position in the newly re-capitalized enterprise
- ◆ Other considerations to buyer:
 - In addition to seeking a majority investor, Seller was also engaged in a number of significant commercial deals with key market participants; BNC successfully managed to keep the activities distinct
 - Achieved proper tax treatment for all selling shareholders across multiple jurisdictions
 - Creative transaction structure to bridge both parties' key concerns



If you're considering growth through acquisition, the sale of a business, a timely exit strategy, or a financial restructuring, call Managing Directors Peter Ognibene, Dick O'Donnell or John Guzzo. at 212.668.3022.