



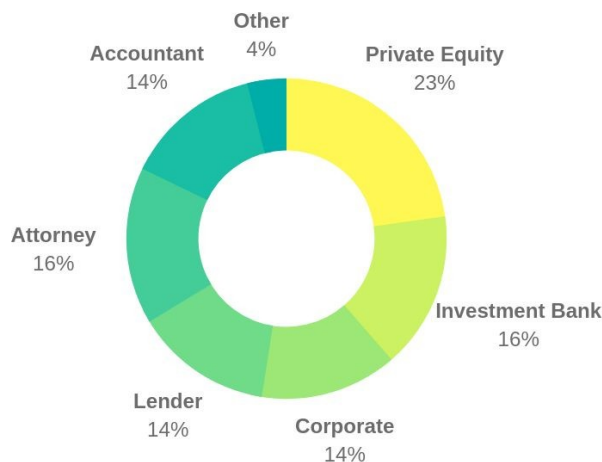
ACG University 2019 Report Card

Forty-four of our region's up and coming dealmakers were accepted into ACG University 2019 from a pool of 70 applicants.

The 7-week executive education initiative immersed these young deal professionals into the life cycle of a transaction using panel, presentation and case study method for teaching the key elements of sourcing, valuing, diligencing, financing, negotiating, structuring and closing a deal. Our goal is to create well rounded deal professionals who are conversant in all aspects of an M&A or minority transaction and to "seed" their deal network to benefit you and them.

Each class was taught by a team of our region's most experienced dealmakers and included pre-reading, expert level instruction, practitioner panel discussions designed to offer real world experiences and team-based case work to allow for varied view points to be understood.

Who Was the Class of 2019? 70 applied | 44 accepted



Who Participated?

AMETEK
Argosy Private Equity
Baker Tilly
Blank Rome LLP
Boathouse Capital
Boenning & Scattergood
CBIZ CMF
Centri Business Consulting
Delancey Street Partners
Drinker Biddle & Reath
Eureka Equity Partners
Evolve IP
EY
Fairmount Partners
Firsttrust Bank
Griffin Financial Group
Guardian Capital Partners

Hamilton Lane
Janney Montgomery Scott
Klehr Harrison Harvey Branzburg
Guardian Capital Partners
Hamilton Lane
Janney Montgomery Scott
Klehr Harrison Harvey Branzburg
KPMG
L2 Capital
LBC Credit Partners, Inc.
LLR Partners
M&T Bank
Milestone Partners
Morgan Lewis & Bockius
Mufson Howe Hunter
Murray Devine
NewSpring Capital

Nielsen-Kellerman
Pepper Hamilton LLP
Pilot Freight Services
PNC Business Credit –
Technology Finance
PwC
Royer Cooper Cohen Braunfeld
RSM
South Jersey Industries
The Ott Group/Polysciences, Inc.
TruSight, LLC
Univest Bank
Wells Fargo Bank
White and Williams LLP

Bill Eginton
AMETEK, Inc.
(Co-Chair ACGU)

Brian McDaid
Spring Capital Partners
(Co-Chair ACGU)

Sasank Aleti
LLR Partners

Brian Doerner
Ballard Spahr LLP

Nina Fairchild
Citi Commercial Bank

Adrian Ironside
Guardian Capital Partners

Joe Kadlec
Pepper Hamilton

Erin Lizotte
Berwind Corporation

Brian McDaid
Spring Capital Partners

Lisa Millhauser
Eureka Equity Partners

Melissa Pang
White and Williams

Bharat Ramprasad
Stifel

James Tidwell
AMETEK, Inc.

Adam VeVerka
NewSpring Capital

APPLICATION REVIEW TEAM:

Brian Doerner, Ballard Spahr
Patrick Dolan, Delancey Street
William Eginton, AMETEK
Matthew Gubicza, Univest
Joe Kadlec, Pepper Hamilton
Lisa Millhauser, Eureka Equity
Partners

Melissa Pang, White and Williams
Rod Wright, RSM US LLP
Adam VeVerka, NewSpring Capital

The Value...

95% rated all seven sessions "Excellent" or "Very Good"

94% said the information was "Informative" or "Very Informative"

100% would recommend ACGU to other young M&A Dealmakers

ACGU graduates joined 356 alumni as part of the Young Dealmakers Initiative

KEY ELEMENTS TAUGHT & CLASS PANELISTS

Class 1: Sourcing Deals & Building Your Acquisition Strategy

- Understanding acquirer's investment strategy and criteria
- How exit strategy plays into sourcing
- Strategies for sourcing opportunities
- Evaluating/diligencing the deal
- The investment process/proposal/investment committee

Class 2: Due Diligence

- Relationship & interdependence of diligence work streams
- Quantifying risks/deficiencies; developing mitigation strategies
- Due Diligence methodologies: Financial & Accounting; Operations; IT; Human Capital; Market; Legal; Insurance; Real Estate/Environment

Class 3: Valuation – Methodologies and Approaches

- Discounted cash flow
- Publicly traded comparable company analysis
- Comparable transaction analysis
- Leverage buyout analysis
- The investment process/proposal/investment committee

Class 4: Acquisition/Debt Financing

- Understanding the use of leverage & structuring Transactions
- Pricing & matching debt capital to the deal
- Financing alternatives
- Historical metrics of leverage
- Calculating levered returns

Class 5: Negotiating Purchase Agreement & Closing

- Letter of intent considerations
- Overview of purchase agreement, nuances, structure, timing, goals
- Current trends in deal metrics, ABA Deal Points Study
- Understanding fact patterns and key terms/issues
- Negotiations Key Issues – Teams split into buyer & seller teams and had to negotiate various issues with each other

Class 6: Integration Essentials

- M&A Integration challenges
- Plan & structure Integration Management Office (IMO)
- Synergy program management
- Communication planning priorities
- Common mistakes & why deals fail

Class 7: Exit Strategies

- Reasons to seek & timing of liquidity event
- Maximizing Value in Transaction Process
- Preparing a Company for Sale
- Designing an appropriate process
- Sell-side transaction processes & strategies
- Evaluating offers

Class 1 Teaching Team:

- Adam VeVerka, NewSpring Capita
- Ann Brophy, LLR Partners
- Seth Goldblum, CMF Associates
- Brian McDaid, Spring Capital Partners
- Chris Miller, Eureka Equity Partners
- Brad Segal, Comcast

Class 2 Teaching Team:

- Sasank Aleti, LLR Partners
- Kristen Chang, LLR Partners
- Michael Crossey, Baer Crossey
- Patrick Healey, EY

Class 3 Teaching Team:

- Adrian Ironside, Guardian Capital Partners
- Sean Dineen, Quaker Chemical
- Neil Khettry, Murray Devine
- Andrew Lindsey, Guardian Capital Partners *ACGU Alum
- Judit Nagy-Eichelberger, Baker Tilly Capital *ACGU Alum

Class 4 Teaching Team:

- Nina Fairchild, Citi Commercial Bank
- Chris Calabrese, LBC Credit Partners
- Jonathan Chou, Eureka Equity Partners
- Matt Gubicza, Univest *ACGU Alum

Class 5 Teaching Team:

- Erin Lizotte, Berwind
- Brian Doerner, Ballard Spahr
- Jonathan Chou, Eureka Equity Partners
- Patrick Dolan, Delancey Street Partners
- Tim Miller, Day & Zimmerman *ACGU Alum

Class 6 Teaching Team:

- James Tidwell, AMETEK
- Lee Garber, NewSpring Capital
- Jan Monster, Teleflex
- Rick Gettlin, S. Walter Packaging

Class 7 Teaching Team:

- Lisa Millhauser, Eureka Equity Partners *ACGU Alum
- Bharat Ramprasad, Stifel
- Chris Fugaro, Guardian Capital Partners
- Neil Haimm, Drinker Biddle & Reath
- Scott Heery, KPMG
- Alix James, Nielsen-Kellerman