

The King Street Group Ltd.

embracing **Change**

We are passionate M&A Management Consultants seeing clients completely through transaction and/or transformation. We are proud to be contributing to sustainable economies.



Mergers, Divestitures, Acquisitions
Management Buyout
Strategic Management Consulting
Start Up Solutions

Our Approaches

- Collaboration Through knowledge Sharing
- Trust & Commitment
- Innovation & Creativity
- Exceed Customer Expectations
- Boutique = Value to Clients

Our Mandate

- 70% Mergers and Acquisitions with expertise in Industrial, Education and Energy (Cleantech) Sectors
- 20% non-conventional Supply Chain Management and Business Development including Global Sourcing and Marketing Strategies, Systems Implementation and Optimization, and the facilitation of capital financing (working capital).
- 10% is spent working with Start-Up Companies.

Robert Ruggieri

BComm MBA PMP

Managing Director |
The King Street Group Ltd.

T: +1.647.505.5676

E: rruggieri@thekingstreetgroup.com

W: www.thekingstreetgroup.com

www.thekingstreetgroup.com

rethinking Mergers & Acquisitions

COMBINING PERSONABLE "MAIN STREET" SERVICE, WITH INTELLIGENT "KING STREET" CAPABILITIES AND COMPETENCIES

We thrive on successful business transactions. We aspire to bring certainty during times of uncertainty. We are sensitive to the fact that blood, sweat and tears were employed to develop a company. We work to educate our clients in the process to ensure that they are making the right decisions for them, their families and the next generation of ownership.

At King Street, we roll up our sleeves and provide personable business strategies and solutions. Unlike others in the industry, our background is operational excellence. We know how a company needs to operate in order to obtain 'top-dollar' in a transaction.

"It's Kind of Fun to do the Impossible" --W. Disney.

possible, It Is.

MERGERS, ACQUISITIONS, RAISING CAPITAL

- Phase 1: Staging and Pre-investment Preparation including operations enhancement, documentation and, Valuation
- Phase 2; Going to Market, Negotiation, Quality of Earnings
- Phase 3: Due Diligence, Transaction Closing

OPERATIONAL ENHANCEMENT

- Financial Risk Review
- Cost Structure and Pricing Strategies
- Competencies and Capabilities Assessment
- Commercial negotiation and applicable strategies
- Globalization strategies
- Business development and marketing
- Government and private funding sources

OUR TEAM

- 25+ years business experience
- Global Experience spanning North America, Asia and Europe
- Depth of Industry experience: Energy (Cleantech), Aerospace, Education, Retail, Food, Industrial, Automotive, Apparel, Hightech

NETWORK & MARKET INTELLIGENCE

Procurement and/or Product Sales

- 300+ Global Partners (Suppliers/Customers)
- Access to OEM and Tier 1 Customers
- Solid base of Certified Companies in North/South America and Europe
- Solid foundations in Immerging markets such as Mexico, Asia, and Africa

Sources of Capital

- 600+ Global Private Equity Firms
- Access to significant Angel and Venture Capital Network
- 50+ Corporate M&A Departments
- Pension Funds
- Labour Sponsored Venture Capital
- Blue Chip Global Utility Companies

