

MS Capital Investment Banking

MS Capital is a boutique mergers and acquisitions firm that serves business owners who are interested in ownership transition, either internal or external. This can take the form of selling all or part of their company, or support structuring a deal to allow the next generation or internal management to be more involved.

Our team manages the entire process of business valuation, assessing the market value of a company, pre-sale planning, marketing, negotiations, and closing the best possible deal.

Our senior members provide owners with strategic and operational guidance across numerous corporate initiatives including C-Suite development, board of directors planning & direction, operational & financial issues.

Service Offerings

- ❖ Exclusive Sales & Divestitures
- ❖ Management & Leveraged Buyouts
- ❖ Spin-Offs
- ❖ Joint Venture Structuring
- ❖ Growth Strategies
- ❖ Strategic Financial Buy-side
- ❖ Board Composition & Effectiveness
- ❖ Strategic Planning
- ❖ Value Drivers Analysis
- ❖ Management Focus & Effectiveness
- ❖ Employee Stock Ownership Plans
- ❖ Value Enhancement Advisory
- ❖ Calculations of Value
- ❖ Getting Ready to Sell Advisory

Our Firm

MS Capital is a wholly-owned subsidiary of Marshall & Stevens, Inc., one of the largest independent valuation and financial consulting firms in the United States.

MS Capital has strategically leveraged Marshall & Stevens' history of client relationships, industry focus, and market knowledge, as well as its own research and management expertise in the public and private domain to deliver innovative, personal, and comprehensive investment banking services.

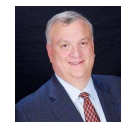
Our bankers have relationships with thousands of client companies and financial buyers and the ability to identify the most likely and best-suited parties to a transaction.

Our Team

Please reach out to any team member to explore how MS Capital can help you and your organization:



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Beyond M&A – Client Advice and Education



Besides traditional investment banking services our team spends significant time with clients educating all stakeholders on aspects such as operational efficiency, financial literacy, and value enhancement strategies.

Every engagement requires the upmost attention to detail – taking in each individual aspect of a business and enacting a full company analysis to determine what facets can be used to increase total value.

Driving Growth

Companies that have experienced high growth may experience a sudden or gradual drop off in revenues that may or may not be a result of external “shocks”. When the root cause is an external shock such as severe market conditions, companies must find alternative avenues for growth. Some companies cannot explain why they are suddenly losing sales and/or market share, requiring a deep dive into market and sales data to identify root causes. In either case, our team can assist in the development of strategies for which market segments are most attractive and how to approach each area.

Improving Profitability

Across the board approaches are rarely successful (i.e. slash all expenses by ten percent). Detailed profitability by line of business, product category, or sku number is more beneficial because it is seldom the case that a company is losing money in each division. An outside consultant can look at how much a customer is worth and how much it costs to source. Another important aspect to examine is “waste”. Often times there are many holes in a business where easy cost saving initiatives could make a large difference without eliminating key components of the company.

Services to Past Clients

Our senior team members have spent countless hours talking to clients about the overall health of their business, financial position, and human capital. We have developed numerous analyses to highlight a business' true value in the marketplace. Our team has conducted company-wide surveys and interviews across leadership roles to help identify pain points and provide guidance on re-organization. Our senior members have led searches to fill C-suite roles and guided board members on strategy development and direction for the good of the company and its people.

