

# Cornerstone Strategic Advisors

M&A Advisory and Independent Sponsorship for the Lower Middle Market and Middle Market

| REVENUE RANGE         | EBITDA RANGE         | ENTERPRISE VALUE      |
|-----------------------|----------------------|-----------------------|
| <b>\$10M — \$750M</b> | <b>\$2M — \$250M</b> | <b>\$20M — \$500M</b> |

## PRACTICE — M&A ADVISORY

### Sell-Side & Buy-Side

Full-process representation for lower middle market and middle market companies — positioning, confidential outreach, negotiation, and close.

## SECTOR FOCUS

Manufacturing · Business Services · Healthcare Services · Distribution & Logistics · Consumer & Branded Products · Specialty Industrials · Real Estate · Power & Energy · Technology · Media & Entertainment · Infrastructure & Energy Transition

## PRACTICE — PRINCIPAL

### Independent Sponsor

Deal-by-deal acquisition of established businesses, aligning equity and debt capital partners to the specific transaction rather than a committed fund.

## HOW A TRANSACTION MOVES

- I. Origination
- II. Preparation
- III. Execution
- IV. Closing

## LEADERSHIP

### Will Nico

*Founder & Senior Managing Partner*

35+ years of M&A and independent sponsor experience; advised on and invested in 250+ transactions representing over \$10 billion in aggregate value.

## START A CONVERSATION

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