

Management Consultants to the Precast Industry

RESULTS IMPROVEMENT BULLETIN

PRECAST BUSINESS RESULTS IMPROVEMENT BULLETIN

Precast Business Results Improvement Bulletins are published by MJS Management Services. Additional bulletins that summarize current management challenges and solutions for the precast industry can be found at www.mjsmanagement.net.

MJS Management Services is a consulting firm that works exclusively with clients in the precast industry to improve business performance and results. For assistance with this or other management challenges please call 206-388-5209 or contact us by email. Visit our web site for a full description of the services we provide.

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Public Equity Option For Precasters

- The precast industry generally hasn't fit the profile of companies with the potential to access public equity. This bulletin will summarize a financing vehicle recently introduced on the American Stock Exchange that targets slow growth, traditional industries such as precast. Due to tax and other considerations this structure can create valuations in the range of 10 times EBITDA (less annual capital expenditures and certain management fees). This compares favourably to private transactions that place valuations in the range of 5 times EBITDA. The current management team continues to manage the business through a management company. This provides a source of capital or potential "exit" strategy for both privately owned precast companies and corporate divisions where the parent wants to raise cash.

The complete results improvement bulletin on this topic will be added at a later date. Some of these bulletins can be provided in advance so if this topic is of interest please email your request to info@mjsmanagement.net .