THE LOGAN DIFFERENCE

Logan Growth Advisors is an M&A advisor helping founders win by raising capital or selling their businesses.

Professionals with experience as operators, investors, and investment bankers with the ability to **structure creative deals** with SBICs, SBA, EB5 funds, BDCs, unitranch facilities, etc.

Five specialized teams of over 30 people dedicated to creating outstanding materials, sourcing potential investors, and bringing significant experience in **virtually every business sector.**

20,000+ relationships with investors, PE groups, family offices, independent sponsors and capital providers.

Over **$600M** in completed transaction values across **30+** deals.

FIBER

TELECOM CONSTRUCTION

FIXED WIRELESS

SPECIALTY FINANCE
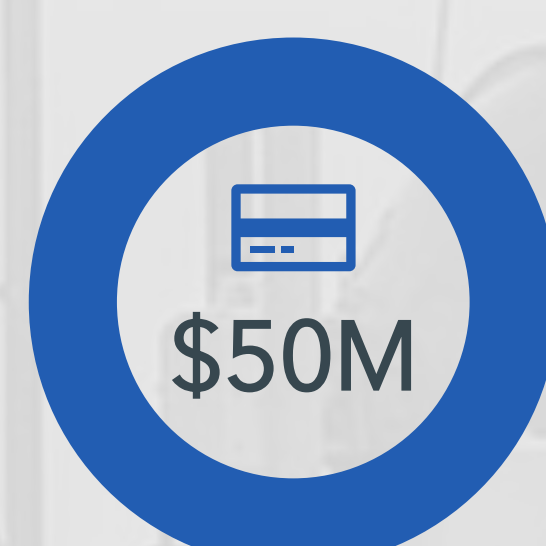
THE LOGAN PROCESS

1 DEAL PREP — EBITDA OPTIMIZATION

CLIENT'S ISSUE
Capital constraints causes clients to run out of EBITDA, **stunting growth and leading to potential bankruptcy.**

Bankruptcy

Without Logan

$50M

With Logan

LOGAN RESPONSE
Logan performs **defensive QofE to optimize EBITDA** and helps clients raise capital to achieve their true potential.

When Logan joined Project Max, the founder was about to declare bankruptcy with consistent YoY negative EBITDA. Logan drafted new materials and secured the client a $50M credit facility to save and expand their business.

2 DEAL PITCH — VALUATION OPTIMIZATION

CLIENT'S ISSUE
The investor **justifies a low multiple** and convolutes it **with delayed economics.**

8x

VS

10x
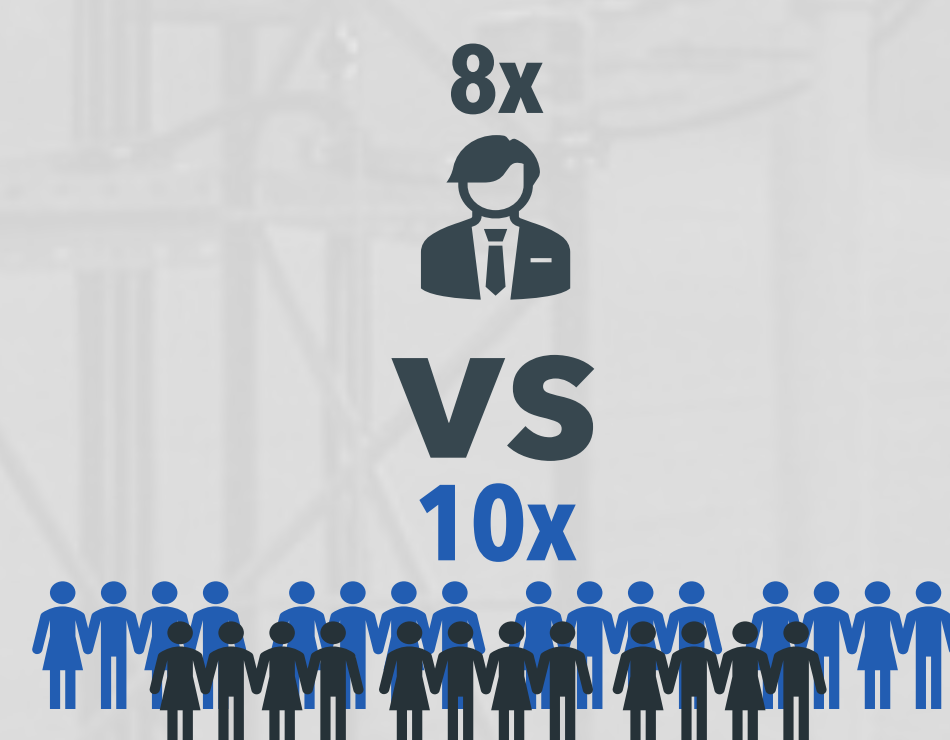
LOGAN RESPONSE
Logan runs a world-class auction process, leading to **competitive tension and the highest multiple.**

Project Trident was initially valued at 8x; however, after a robust, invitation-only, blind auction process, using various stage gates to vet hundreds of carefully targeted and qualified investors, Trident closed at over 10x.

3 DEAL CLOSE — TERMS OPTIMIZATION

CLIENT'S ISSUE
The investor uses complicated terms to **unfairly push risk to** and **pull economics from** the seller.

$0.5M increase
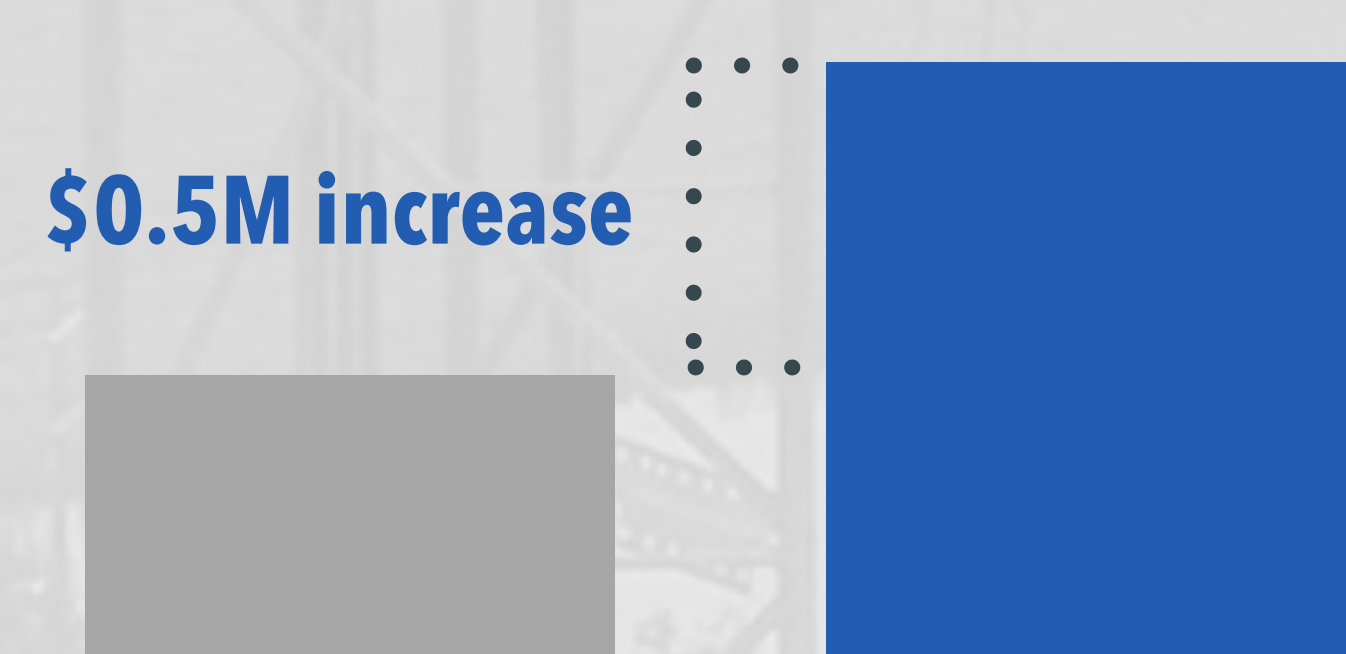
Without Logan

With Logan

LOGAN RESPONSE
Logan **intimately understands** the investor's playbook and **negotiates away negative effects.**

The investor in Project Gusta attempted a last-minute purchase price reduction of $0.5M disguised as a working capital adjustment. Logan responded with insightful math and eliminated the reduction.

CLIENT FEEDBACK

ElektraFi COO

"We've worked with several M&A advisors before, and I can say Logan is the best by far. I feel like I have actual teammates working with me instead of people just waiting around for me to do all the work."

wi-fiber CEO

"We had been trying to raise capital for several years, and Logan was the only advisory able to secure us the perfect funding partner with several other back up offers."

MANAGEMENT TEAM

Bob Winder | PRESIDENT, FOUNDER

- Bob founded Logan in 2015 and has built a world-class team and process. He specializes in helping founders win by negotiating with buyers/investors to achieve optimal deal terms.
- Bob is also a professor of FIN 425 PE/VC at BYU and M&A at Utah State University.
- He began his career in growth strategy consulting for Fortune 500 companies. Bob later purchased businesses as a private equity investor. Before Logan, he purchased, ran, and later sold a small business.
- Bob majored in Finance at Brigham Young University and earned an MBA from Kellogg School of Management.
- He prioritizes his life around the five Fs: Faith, Family, Finance, Fitness, and Food.

Daniel Stark | PRINCIPAL

- Daniel leads Logan's financial due diligence and deal closing teams performing quality of earnings studies to maximize EBITDA for founders.
- He began his career at KPMG and performed hundreds of due diligence quality of earnings studies over eight years with a focus on telecom. Daniel later became CFO of a 400+ employee telecom company and worked as an advisor to a major WISP prior to joining Logan.
- He majored in Business Administration, Accounting and earned a Master of Science in Finance at Texas A&M University.
- In his spare time, Daniel enjoys collecting baseball cards, building complex Lego sets and eating Tex-Mex.

Kevin Khona | PRINCIPAL

- Kevin leads Logan's capital markets team and is constantly pitching deals to investors and acquirers to create competitive tension to maximize the valuation multiple and economic terms for founders.
- He began his career as a research analyst at multiple hedge funds. Kevin then completed a multi-site beauty roll-up deal and managed a $40M tech and telecom budget and other corporate development initiatives for iQor before joining Logan.
- He graduated from Brigham Young University with a major in Finance.
- In his free time, Kevin enjoys working with his wife and daughter at their farm in Ecuador.

RECENT TECHNOLOGY AND TELECOMMUNICATIONS DEALS

2024 LOGAN GROWTH ADVISORS	2024 LOGAN GROWTH ADVISORS	2024 LOGAN GROWTH ADVISORS	2024 LOGAN GROWTH ADVISORS	2024 LOGAN GROWTH ADVISORS
METROPOLITAN Has partnered with ElektraFi	ElektraFi Has acquired speed of light BROADBAND	wi-fiber Has acquired Tristate Wi-Fi	METROPOLITAN Has partnered with wi-fiber	ElektraFi Has acquired Grand County Internet Services
2024 LOGAN GROWTH ADVISORS	2023 LOGAN GROWTH ADVISORS	2023 LOGAN GROWTH ADVISORS	2021 LOGAN GROWTH ADVISORS	2021 LOGAN GROWTH ADVISORS
ElektraFi Has acquired ZIRKEL internet • wifi • phone	WOODFOREST National Bank Has invested in CONNEXT	POST ROAD GROUP Has invested in Healthcare Finance Direct	TCS HEALTHCARE TECHNOLOGIES A portfolio company of HCAP PARTNERS Has acquired assets of DataSmart SOLUTIONS	HARLAN CAPITAL PARTNERS LLC Has invested in CONNEXT