

CASE STUDY



The Goal

To sell the client's successful oil & gas pipeline construction company for **maximum profit** while **cares for employees** and ensuring a **seamless transition**.

The Challenge

The owner of a successful, closely held oil & gas pipeline construction company wanted to sell not long after the 2008 recession drastically impacted the construction industry.

During the marketing phase beginning in April 2011, the biggest challenges were the hard numbers and the reality of the declining trend. The bids from prospective buyers were well below the client's expectations. However, by July 2011 the client's internal numbers made it clear that the market was in full recovery.

The Solution

In October of 2011, Infinity advised the client to take the company off the market and then return for sale after he was able to produce final 2011 financial results proving he had broken the declining trend.

The Result

Infinity took the client's company back to the market in April of 2012, rewrote the story and reproduced the Opportunity Memorandum and Executive Summary. The market had moved back to the seller's side as optimism was once again playing a major role in the energy industry. Oil was back over \$100 a barrel and the demand for new pipelines was strong. Infinity's marketing results were met with a completely different cast of players. Names like Bechtel, Flint Energy Services, Layne Christensen and Michaels Construction to name a few, strategic buyers operating in the same or a parallel industry as opposed to financial buyers who are simply Private Equity Group owners and not operators.

Infinity Financial closed and sold the client's company on November 1, 2012 for **\$117,500,000** plus perks for the client in a 3 year contract and another **\$12 million bonus** at the end of the three years based on hitting numbers that have already been met.

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