

Adapting to COVID-19 and a Changing Environment

The global economic impact and market volatility resulting from COVID-19 is having a dramatic influence on Canadian businesses. **Recessions mark a heightened period of evolution** – at this point, we do not know where things will end up, but we can say with certainty the business environment is changing, and a more efficient economy will emerge.

Businesses are being challenged to prepare for a wide range of outcomes, forcing them to pivot and adapt at a fast pace. While the drivers are different, this is not the first time we've seen unanticipated events disrupt the economy. We saw rapid changes play out in 2008-2009 with the global financial crisis and in 2014-2016 with the oil market downturn. During both instances, we stood by our clients providing strategic advisory to best position businesses for post-downturn economies. The businesses that survive and subsequently thrive are those that were prepared and took decisive, measured actions to adjust to the conditions.

Solutions today to best position you for tomorrow

Sequeira Partners can assist with answering the tough questions being asked of business owners and operators in today's environment.

What are my exit options?

Will I have enough liquidity to get through this?

How can I provide comfort and visibility to creditors?

How do I navigate the uncertainty?

What is my business worth today?

What sources of capital are available?

Where can I improve operations?

Is now the time to buy?

How we can help



Valuation Services & Advisory

Never has the question “what is my business worth” been more challenging to answer – our best-in-class professionals are ready to provide reliable valuations wherever they may be needed.



Financial Modeling & Projections

Our team can provide detailed financial projections giving you line of sight to how current events will impact cash flow under various scenarios, allowing for informed decision making.



Business Advisory & Planning

Unprecedented events call for a fresh set of eyes – let us leverage our business advisory experience to help overcome current challenges and chart a course for the near term and an eventual recovery.



Debt Advisory

From alternative lenders to special situation equity investors – we are ready to provide the measured, creative advice to identify and source the right liquidity solution.



Transaction Advisory

Transactions are our specialty – while certain buyers are pausing until the economy stabilizes, there are buyers that remain keen to invest. We can help you understand your options and manage the process.



Buy-side Advisory

For some, this could be a time to make a move and seize market share. Where there is uncertainty, there is opportunity – we can help maximize value by identifying and executing on accretive acquisition opportunities.

- Corporate valuations for estate and tax planning
- Impairment testing on/after March 31, 2020
- Valuations to support employee share ownership plans (ESOPs)

- Cash flow analysis and weekly forecasting
- Balance sheet forecasting
- Projected covenant calculations

- Business advisory and planning
- Strategic options review
- Restructuring opinions

- Balance sheet review
- Creditor negotiations
- Sourcing financing alternatives

- Corporate carve-outs
- Sell-side transaction advisory
- Sourcing equity investment

- Identifying and assessing targets
- Negotiating and closing the deal
- Raising equity and/or debt financing

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About Us

With offices in Edmonton, Calgary, and Vancouver, Sequeira Partners is a professional finance advisory firm focused on mergers and acquisitions, valuations, corporate carve-outs and recapitalizations. We are known for providing boutique advisory services with big experience. Collectively, our professionals have over 100 years of industry experience and have completed more than 200 transactions. We possess in-depth industry expertise and the highest accreditations available for professionals in our respective disciplines.

200+

Completed transactions

\$4.0B+

Combined enterprise value

100+ years

Combined industry experience

Illustrative Transactions

Advisor to

 on the sale to

 A portfolio Company of 
 sequeira PARTNERS

Advisor to

 on its partnership with

 sequeira PARTNERS

Advisor to

 on the sale to

 sequeira PARTNERS INC

Advisor to

 on senior secured financing and tender offer and debenture repurchase
 sequeira PARTNERS INC

Advisor to

 on Senior and Bridge Financing

 sequeira PARTNERS INC

Advisor to

 on its partnership with

 sequeira PARTNERS INC

Advisor to

 on sourcing minority equity capital from

 sequeira PARTNERS INC

Advisor to Management
 on its partnership with

 on the buyout of

 sequeira PARTNERS INC

Advisor to

 on its recapitalization by

 sequeira PARTNERS INC

Advisor to

 on its partnership with

 sequeira PARTNERS

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