



CORPORATE FINANCE

Deal Announcement

ADVISORY

KPMG Corporate Finance advised Aqua Finance, Inc., which provides financing exclusively for water treatment equipment, on a recapitalization led by Ballamor Capital Management, Inc.



The Company

Since 1986, Aqua Finance, Inc. (AFI) has provided financing exclusively for water treatment equipment. The Company has focused solely on financing for the water treatment industry, offering a high level of credit support to their network of water equipment dealers. AFI, which recognizes the need for a speedy and fair credit decision, works with each dealer to provide them with a financing program that can be utilized as a closing tool during the equipment dealer's sales process.

The Situation

The shareholders of AFI were seeking liquidity at a valuation that reflected the Company's significant growth and profitability. The shareholders were interested in finding a partner that could assist them in continuing to grow the business as well as diversifying into other areas of specialty consumer finance.

The Transaction

KPMG Corporate Finance conducted a detailed review of the Company's situation that led to an introduction to several capital sources. Ballamor Capital Management, Inc. (Ballamor) quickly became the leading candidate to supply mezzanine capital to AFI. KPMG Corporate Finance and AFI identified Ballamor as the most likely counterparty that would enable the shareholders to achieve their objectives while positioning the Company for future growth. KPMG Corporate Finance supported AFI throughout the financing process, coordinating management meetings and due diligence, and assisting the Company in successfully negotiating the transaction. KPMG Corporate Finance's extensive industry experience and knowledge of a broad range of financial strategies were fundamental to the positive outcome of the transaction.

KPMG Corporate Finance: Objectivity. Insight. Experience.

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We welcome the opportunity to meet you, learn more about your company's objectives, and discuss our people and capabilities.

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