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The Merger of 15 Independent Firms

With equity raised from

Chicago – August 2019. The Chicago Corporation (TCC) announced that it advised Bravas Group C.A. on the merger of 15 independent smart-home design-build firms, creating Bravas LLC, the first national integrator of electronic lifestyle technologies, as well as a concurrent equity capital raise provided by Presidio Investors, a San Francisco and Austin based private equity firm.

Based in Overland Park, Kansas, Bravas has locations in 13 states across the United States, providing lighting, shading, climate, entertainment, smart-home, voice, security, surveillance, networking, and other technologies to transform how custom homes and offices are designed, organized and operated.

Presidio Investors' equity investment, along with flexible debt capital, will be used to expand Bravas' network of trade partners, build new software and business systems, reinvent service and support, invest in talent, and support Bravas' targeted acquisition growth strategy.

TCC worked with Bravas for 2 years providing valuable advice on the planned merger, given TCC's significant experience with similar rollups. It engaged in a robust marketing process which generated significant investor interest, resulting in multiple competitive proposals. Presidio was selected by Bravas based upon its belief in the Bravas vision, its competitive terms and its excellent cultural fit with the Bravas management team and owners. TCC also provided extensive support, assistance and advice to the management team as well as all 15 firms throughout the due diligence and documentation phases of the transaction.

About The Chicago Corporation

The Chicago Corporation is a Chicago-based investment banking firm focused on providing middle-market companies with a range of financial and corporate advisory services including merger and acquisitions, institutional debt and equity capital raising. The Firm is committed to a "client-first" approach and its professionals collaborate to find the best market-based solution for the client. For more information about The Chicago Corporation, its Investment Bankers, and Senior Advisors, please visit www.thechicagocorp.com.



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Introduction

Chicago-based investment bank with seven experienced Partners and over 25 senior advisors providing best-in-class investment banking advisory and transactional services to middle-market private companies and financial institutions with revenue of \$20 million and greater.

Why The Chicago Corporation?

Expertise

- Seasoned bankers with extensive industry, operational and transactional focus across multiple investment banking services.
- Elite team of senior advisors with diverse industry specializations and competencies.

Experience

- More than 250 years of banking experience across all major industry verticals including industrial and business service companies.
- Focus on mid-size companies and issues unique to them.

Services

- Broad range of investment banking services targeted to mid-size companies including sell-side and buy-side M&A advisory, debt and equity capital raise, and focused advisory and consulting engagements.

Collaboration

- Two or more senior bankers lead every engagement to provide expedited and best-in-class advice and execution.
- Diverse skills and experience provide broad perspective and customized solution.

Culture

- Dedication to becoming the trusted advisor to business stakeholders, developing long-term client relationships rather than short-term transactional contacts.
- Entrepreneurial passion – all Managing Directors are equal shareholders.

Reputation

- Exceeds client expectations by providing best-in-class, unbiased advice.
- Numerous client referrals.

Broad Industry Experience



Services

Mergers & Acquisitions Advisory

- Sale of Company
- Acquisitions
- Corporate divestitures/Spin-offs
- Leveraged buyouts
- Public-to-private transactions

Private Capital Raising

- Senior debt
- Junior debt
- Convertible securities
- Preferred equity
- Common equity

Strategic and Financial Advisory

- Strategic alternatives analysis
- Transaction preparation
- Capital structure analysis
- Shareholder liquidity alternatives
- ESOP advisory