

## OUR UNIQUE VALUE PROPOSITION

Stony Hill Advisors Inc. has a unique position in the M&A advisory marketplace and a clear competitive advantage.



1. We are an integral part of the Small Business Development Group (SBDG), a publicly traded hybrid company that is focused on three M&A activities servicing business owners in the lower middle market:
  - a. We are regularly in the market looking to purchase companies as an investor.
  - b. We are in regular conversation with Private Equity Groups, Family Offices, and Corporations who are looking either to buy or spin off companies.
  - c. We work with small businesses whose owners are looking to exit and sell their business.
2. As the result of our unique hybrid corporate organization, we are regularly in touch with both buyers and sellers.
3. We are national in scope, having locations throughout the United States.
4. We have developed extensive lists of corporations, individuals, Private Equity Groups, Family Offices, and lenders that we communicate with regularly.
5. We have access to both public and private listings of companies for sale.
6. We have access to multiple databases that publish both public and private seller and buyer information.
7. We are trained and experienced in value enhancement and seek out clients several years before their planned exit.
8. As SBDG is a buyer in the marketplace, our business valuations are created from a buyer's perspective and are likely to be a more thorough estimate of value of a business.
9. We have extensive educational programs that are available to business owners who want to learn more about the many and complex issues related to exiting a business.
10. We are experienced in capital formation and financial restructuring techniques.
11. We provide broad management consulting services to help our clients improve their business in advance of the owner transitioning from the business.

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**1370 NC 24-87 STE 153 - CAMERON, NC 28326**

PHONE: 910-476-7404 -- EMAIL: [INFO@STONYHILLADVISORSINC.COM](mailto:INFO@STONYHILLADVISORSINC.COM)