Home Page

**Debt Financing**

Our institutional partners across Canada, the U.S. and globally work with us to deliver the best possible solution for your business. Company size, transaction type, location and industry are some of the items we analyze before we determine the most suitable source of capital.

**Mergers & Acquisitions**

Our company offers tailored advice in both buy-side and and sell-side transactions. We help to identify potential buyers or targets, optimally structure transactions for the best possible outcomes and offer a variety of financing strategies.

**Alternative Financing**

We advise on a variety of alternative financing options from mezzanine and subordinate debt financing to asset based lending. Our expertise in navigating this complex environment has enabled our clients to execute on their growth and transition strategies.

About Page

METRO POINT CAPITAL is an independent Capital Advisory firm that specializes in debt financing, mergers and acquisition and equipment financing . By combining extensive corporate and commercial banking experience with an entrepreneurial approach, we ensure our clients receive the best solution for their growth and transition needs. Our expertise and unique set of skills guarantees unparalleled quality in advisory services.

WHAT WE DO

Financing and M&A transactions are at the core of our business. We provide advisory services on a full range of issues related with:

Debt financing for commercial real estate

Construction financing

Mezzanine financing and subordinated debt

Asset-based lending secured by inventories and receivables

Securing financing for M&A transactions

Structuring M&A transactions

Equipment financing

SR&ED financing

Services

Our clients have utilized our services for financing capital expenditure to complex projects that requires not only capital, but also an in-house CFO. If traditional capital strategies do not meet the needs of your business, we will analyze alternative options for growth and transition needs.

Debt Financing. Our relationships with institutional lenders throughout North America and globally can address needs related to:

Commercial real estate financing

Construction financing

Working capital financing

Equity and VTB take out

Leasehold improvement financing

Business acquisition financing

Debt restructuring

Alternative Financing. When traditional sources of financing are not accessible due to formal requirements, we can explore alternative options such as:

Subordinated debt or mezzanine financing

Asset-based lending for inventories and receivables

Trade financing

Scientific Research and Experimental Development (SR&ED) financing

Mergers & Acquisitions. Our M&A practice offers the following services:

Evaluating exit strategies for the sale of a business

Identification of potential targets

Structuring and financing transactions

Buy-side and Sell-side advisory

Alternative Financing

Traditional means of financing may not be available or suitable for your business, which is quite common. Navigating through the complex system of alternative financing solutions and selecting the best option can be difficult and challenging. We combine our experience with an innovative and open approach to ensure your business secures the best possible solution.

Subordinated Debt and Mezzanine Financing

Rapidly growing companies often face financing needs beyond what can be secured by their assets or secured in a senior position on the balance sheet. This is when mezzanine financing or subordinated debt is explored as a possible solution. Even though the cost for this type of financing is typically higher, it may be the preferred option when compared to other options.

Asset Based Lending

Many businesses do not have and do not actually need substantial fixed assets to pledge as collateral. Alternatively, a business may have already pledged its fixed asset for financing but robust growth may demand additional financing. Examples include technology, consulting, transportation and manufacturing companies. Asset-based lending secured by inventories or receivables may be the optimal solution in obtaining financing under these circumstances.

SR&ED Financing

SR&ED is a program offered by the Canadian government to support and facilitate investment in R&D. It can take up to half a year to receive the funds after filing a SR&ED claim, which can significantly affect the liquidity position of a business. However, SR&ED tax credits can be used to secure additional financing and improve the cash position of a business. Financing options usually involves a loan facility carrying interest payments only, while principal repayment is given respite until the full receipt of the tax credit. As with most alternative financing options, the outcome of SR&ED financing is determined by numerous factors that requires in depth expertise.

Mergers & Acquisitions

METRO POINT CAPITAL offers advisory services on a full range of Mergers & Acquisitions transactions. We have a strong track record in both buy-side and sell-side advisory with experience in vertical and horizontal integration, leveraged buyouts, corporate divestitures and valuation services.

Our mergers and acquisitions services are suited for clients that are:

In the process of seeking a target to acquire

Evaluating exit strategies for the sale of a business

Involved in a leveraged buyout transaction

Seeking professional business valuation services

Planning to divest a unit, a business division or a portfolio

Equipment Finance

We finance virtually any type of business equipment for companies operating in various industries, including Manufacturing, Logistics and Transportation, Energy and Mining, Utilities, Healthcare and Biotechnology, Information Technology, and Consumer Goods. Structuring a transaction that maximizes all possible benefits is not a mundane task. It requires a deep understanding of available options, creative thinking, an innovative approach and ultimately knowledge of the industry.

Some examples of equipment we finance include:

Vehicles, for example, trucks, buses or passenger cars

Warehouse equipment, such as forklifts and cranes

Computers, servers and office equipment

Construction and mining equipment

Medical and aesthetics equipment

Whatever the equipment requirements of your business are, we are confident that we can offer tailored advice to support not only your project but also your business overall.

Clients

Our extensive experience and entrepreneurial approach gives us an in-depth understanding of the needs and requirements of our clients. We approach every transaction individually, taking into account the specifics of the client’s industry and business. This approach has helped us deliver impressive results when working with companies of different size, industry and maturity. We firmly believe that our success is deeply rooted in the success of our clients.

Industries that we provide services for include:

Construction and Real Estate

Information Technology

Logistics and Transportation

Manufacturing

Healthcare and Biotechnology

Retail

Energy, Utilities and Mining

Process

All transactions are unique, however, there is a general frame work that must be used in order to structure a transaction for maximum success.

Intake meeting. During the first consultation, we take the opportunity to get to know each other, learn about your business and discuss our services. We will review the financial position of your company and discuss available opportunities. Based on our discussions during the initial consultation, we will make a proposal specifying how we can help your business achieve its goals.

Engagement letter. Once we reach an agreement on the services to be provided, we prepare an engagement letter that formalizes the terms and conditions of our work.

Preparation. This involves developing or enhancing your business plan, financial projections, and financial statements in order to structure a transaction that speaks the language of our institutional partners.

Financing. This stage is the core of our business. Financing involves the following steps:

Identification of potential institutional partners that align with the proposed transaction.

Presentation of an Executive Summary, highlights of a marketing and business strategy, extracts from your financial statements with projections, and how the proposed transaction will be structured.

Negotiations of the potential transaction structure.

Presentation of the Term Sheet. It is important to keep in mind that this document is not legally binding due to special clauses and provisions.

The final step is signing the commitment letter, and then diligently meeting all condition precedents laid out by our institutional partners in order to fund the deal.

Follow-up consulting. After the successful conclusion of a transaction, you are welcome to contact us with questions that may arise.

Mergers & Acquisitions transactions can be very unique and thus require a very tailored approach, contact us for details on our M&A services.