

JOHN TUNISON – DEAL SHEET / REPRESENTATIVE TRANSACTIONS

PE-Backed and Public Company CFO with repeatable track record leading **exits, financings, integrations, and post-close stabilizations**. Typically own the full deal execution stack: advisor selection, diligence/QoE readiness, data room and narrative, sponsor/board cadence, negotiation, documentation, and close—while simultaneously driving value creation (margin, procurement, hedging, working capital, reporting credibility).

PE Company Exits (Sell Side)

Trussway Manufacturing (Highland Capital Management) sale to Builders FirstSource (closed 2023)

- Completed two end-to-end sale processes – the first terminated because of COVID-19 two weeks prior to expected close date. The second resulted in successful sale to Builders FirstSource at nearly twice the EV as the first would have been.
- Led the sale process as CFO with limited support from the PE sponsor due to their personnel limitations and restructuring – included management of full process from banking and legal advisor selection, roadshow preparation and completion, diligence preparation, transaction negotiation and all other related activity.
- Significantly expanded the multiple and sale price by spearheading implementation of an effective dual pronged strategy: 1. significant margin expansion via customer segmentation and pricing revamp 2. Cost and cost-risk mitigation via multi-dimensional hedging and procurement strategy involving financial SWAPs, vendor mix changes and longer term fixed priced contracting. Net result was an increase of EBITDA over 4 years from just over \$10m to nearly \$100m (on a revenue increase from just over \$200m to nearly \$500m – expanding EBITDA % from 10% to 20%) and multiple expansion of about 2x (from about 4x to about 6x).

Verdant Specialty Solutions (OpenGate Capital) sale to Samyang Holdings (closed 2024)

- Entered sale process of company within one month of joining, achieving sale in <7 months at targeted EV.
- Led the sale process as CFO including all the similar aspects as the Trussway transaction – except there was no banker retained which required me and my team to serve many of the functions typically handled by them.
- Mitigated the “un-diligenceable” condition in several ways: 1. Extreme transparency with the buyer from early in the transaction 2. Rapid triage of most critical factors that focused on improving reliability of key information regarding assets, liabilities and risks anticipated to be most important to buyer 3. Restructured finance and accounting function to deliver an optimized “get the company sold successfully while continue to run and operate the company” model.

Public Equity Financings

- LSE AIM: (Velocys: “VLS”) 2 successful direct placements with open offers following within 1 year (following 2 failed efforts prior to my arrival) securing over \$30m including all customary broker and investor engagements, preparation of all roadshow materials and documentation and management of broker and legal relationships.
- NASDAQ: (Soluna Holdings: “SLNH”) \$25m standby equity purchase agreement, final conversion of existing \$15m convertible loan note, over \$40m of project level equity financing across 3 strategic projects. Included end to end management as CFO of the processes, engagements and information/documentation preparation.

Other Significant Deals

- Univar Environmental Sciences: Led the integration of a smaller sized “tuck in” acquisition (~\$15m revenue).
- Univar Oil, Gas & Mining: Led the integration of a larger sized “tuck in” acquisition (~\$500m revenue).
- MFG Chemical: Led the initial post transaction stabilization on behalf of the sponsor, including opening balance sheet verification, organization and systems assessment and standup of 13-week cash flow and cash management processes to handle new PE-driven leverage.
- Kaseware: Led seed round financing, securing first institutional capital (~\$1m) including preparation of roadshow materials, roadshow presentation and all investor engagement and negotiation as well as management of legal advisor. Also led setup of HR/benefits, accountant and accounting system.