



DEAL SNAPSHOT

Creating Excellence For our client

Heritage Capital Group, Inc., an investment banking and financial advisory firm serving middle-market and emerging growth companies in the US and worldwide, is pleased to announce that its client, **Chancey Metal Products**, a portfolio company of **Indigo South Capital**, has acquired **Exact, Inc.**

Chancey is a Jacksonville-based fabricator and installer of metal stair and railing systems. Exact is its fifth acquisition over the past four years. Prior to its most recent acquisition, Chancey acquired fellow Jacksonville companies CF Machine & Tool, FabTech Supply, and SS Metals and Plastics.

Indigo South Capital is a private family office that invests in public and private equities, venture capital opportunities and real estate in the Southeast. The office seeks to acquire majority interests or outright purchases of privately held enterprises that have proven track records of success in the small to middle market.

Exact was founded in 1964 in Jacksonville, Florida as a manufacturer of precision sheet metal and provides assembly for the electronic and communication industries. The company offers computer numerical control (CNC) machining and punching, laser cutting, zinc plating, and mechanical assemblies.

Heritage served as the exclusive financial advisor to **Chancey Metal Products** and **Indigo South Capital**. **Bill Prescott** led the deal team. The terms of the transaction were not disclosed.

CHANCEY METALS

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I cannot speak highly enough of the invaluable assistance provided by Heritage during our acquisition of Exact, Inc. Their expertise and dedication were evident throughout the entire process, from tireless negotiation efforts to coordinating the due diligence process. Thanks to their guidance, we successfully expanded our operations and are now poised for significant growth in this market. Heritage truly made a complex transaction feel seamless, and I wholeheartedly recommend their services to any business seeking strategic expansion.

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Steve Jenkins
President of Chancey Metal Products

HERITAGE CAPITAL GROUP

With over 46 years experience in M&A transactions, Heritage Capital Group was able to maximize the value of the deal through meticulous management of the acquisition process. Heritage acted as sole advisor to the seller in the preparation of the sale process and due diligence, the approach and negotiations with potential buyers.

EXPERIENCE. EXPERTISE. RESULTS.

Heritage Capital Group is a highly respected and trusted investment banking and advisory firm with local and global reach. For more than 46 years, we have provided transactional and advisory expertise across key industries to our clients.

We work to ensure that your many years of hard work and vision come to fruition. Our team of experts can help guide you through a wide range of scenarios including:

- Selling a company
- Buying a company
- Mergers
- Divestiture of corporate assets or divisions
- Raising debt or equity
- Exit planning
- Value enhancement
- Process improvement
- Restructuring or reorganizing

With our extensive industry and deal experience, we can work with you to help build and maximize your transaction value. You will benefit from the global resources Heritage provides through our leadership position in Oaklins, an international organization focused on the middle market with offices worldwide. With these resources, Heritage is able to leverage global contacts, industry expertise, and transaction experience to achieve exceptional results for you. We offer complete discretion and skilled and methodical negotiations to give you the competitive edge that is essential in today's highly competitive business environment.

CONTACT DEAL TEAM

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Heritage Capital Group is a merger and acquisition advisory firm with offices in Jacksonville, Florida and Savannah, Georgia. Heritage is a member of FINRA/SIPC and Oaklins, the world's most experienced midmarket M&A advisor, with 850 professionals globally and dedicated industry teams in 45 countries worldwide.