



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 U.S. and worldwide, is pleased to announce that its client, **Exact, Inc.**, has been acquired by **Chancey Metal Products**, a portfolio company of **Indigo South Capital**.

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

Chancey is a Jacksonville-based fabricator and installer of metal stair and railing systems. The acquisition of 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. Chancey is a portfolio company of Indigo South Capital, a private family office located in Jacksonville, Florida that invests in public and private equities, venture capital opportunities, and real estate.

Heritage served as the exclusive financial advisor to Exact. The deal team included **Patrick Emmet**, **Howard Serkin**, and **Robert Cilek**.

The terms of the transaction were not disclosed.

Exact^{Inc.}

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For over two decades, Heritage has provided our growing family business with guidance and support. Their expertise was crucial in crafting an exit strategy that seamlessly transitioned family leadership while securing a great opportunity for our employees and remaining family members within a growing, local company. This sale provided the optimal outcome for our business, family, and employees. Heritage was key in finding the right partner to continue our 60 years of manufacturing experience into the future.

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Will Allen
President of Exact, Inc.

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.