

**Brookwood Advises River Associates on Sale of Specialty Retailer**

We are pleased to announce that Brookwood Associates advised the shareholders of A World of Tile (“World”) on the sale of the Company to the private equity firm Pouschine Cook Capital Management. World, a rapidly growing specialty retailer of ceramic and porcelain tile and stone in the western United States, was controlled by the private equity firm River Associates. Highlights of the assignment included:

- **Effective Positioning:** After conducting significant research and diligence, Brookwood built a comprehensive store-by-store projection model that established World’s run-rate cash flow. A thoughtful information memorandum positioned World as a market leader and articulated the business case for World’s growth story.
- **Strong Marketing and Negotiating:** A broad marketing effort generated numerous attractive offers. Brookwood ran an effective process that addressed the needs of both the shareholders and continuing management.
- **Excellent Result:** The transaction generated an exceptional return for River Associates, allowed senior management to retain a significant interest in the business, established an attractive incentive package for the Company’s key managers and provided World with a very knowledgeable partner for its next growth phase.

*“This was the first time we have used Brookwood to sell one of our portfolio companies. We are very pleased with the outcome for our investors and management team. Brookwood managed the process extremely well. Their market knowledge and thorough approach yielded a quality list of very interested buyers. We will definitely use them again.”*

**- Patten Pettway, Partner**  
 River Associates

The World of Tile transaction is a good example of Brookwood’s ability to effectively market a rapidly-growing business in a niche market segment. We welcome the opportunity to speak with you about a potential sale, merger or acquisition transaction, as well as other situations involving debt and equity financing, recapitalizations and MBOs, bankruptcy/restructuring advisory assignments and fairness opinion services.

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