



Representative Financing and Acquisition Transactions

This is a summary of recent representative financing and acquisition transactions in which Steven S. Konowitz has acted as counsel. For acquisitions, the list also indicates whether Steven represented the Seller (S) or the Buyer (B).

Please note: For all transactions listed below, I negotiated and drafted the transaction documents and where applicable the financing documents.

- S \$1,000,000 sale of wholesale/retail distributorship of consumer flooring products
- B \$47,000,000 purchase of business engaged in financial information services company
- B \$35,000,000 purchase of business engaged in providing information, analysis or data published in the form of a magazine, newsletter, action card, book, directory, in the areas of biotechnology, life sciences, or bio pharmaceutical
- S \$1,350,000 sale of computer training/conference company.
- S \$1,000,000 sale of business engaged in publishing and marketing certain books, newsletters and reprints and the provision of other services including consulting and conferences.
- B \$3,000,000 (with earn out up to \$12,000,000) purchase of an energy information consulting company.
- B \$4,250,000 purchase of business which packages and delivers information, in several different mediums whether print or electronic, international in its focus, at several points in the value-chain - ranging from the latest industry news to high-level strategic analysis that is substantially directed at Europe, Asia and South and North America.
- B \$400,000 purchase of business engaged in publishing and marketing certain books, newsletters and reprints and the provision of other services including consulting and conferences in the environmental field.

- B \$950,000 purchase of business engaged in publishing and marketing certain books, newsletters and reprints and the provision of other services including consulting and conferences in the agricultural/biotechnical field.
- B \$12,000,000 purchase of financial information services company.
- B \$1,900,000 (with earn out up to \$10,000,000) purchase of business of publishing and marketing certain newsletters, news features, on line databases, industry publications, facsimile services, consulting, analytical and other information services, all focusing on the U.S. banking industry.
- B \$6,000,000 (with earn out up to \$4,000,000) of business engaged in publishing and marketing certain books, newsletters and reprints and the provision of other services including consulting and conferences in the insurance field.
- B \$450,000 buyout by a family member of a family owned construction related business valued at \$1,000,000 which transaction also involved estate matters.

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