



## Navigating Business Acquisitions with Confidence

For business owners seeking to expand their privately held and middle market companies, acquisitions provide unique solutions and benefits that can lead to long-term growth and success. According to Statista, approximately 40,000 mergers and acquisitions were completed globally in 2023, with the largest two billion-dollar deals happening here in Texas according to The Texas Lawbook — indicating the importance of expansion for objectives such as entering a new market, acquiring new technologies and increasing value. Although business acquisitions may present complexities, the right financial partner, like Texas Capital, can facilitate streamlined processes and effectively execute on an acquisition plan — driving value and securing a competitive edge for your business.

### Which type of acquisition is right for your business?

Acquisitions can be tailored to a number of specific business goals — think repositioning in a new market, enhancing revenue or vertically integrate. Once a business has determined their desired outcome, a trusted financial partner can provide comprehensive services fitted to their objectives to ensure a smooth and secure transaction process.

#### Strategic Acquisitions

Strategic acquisitions can be powerful tools for privately held or middle market businesses aiming to reposition themselves. Beyond growth, businesses may be looking to remain at the forefront of an ever-evolving corporate landscape by entering a new market, onboarding new technologies or eliminating competition. With a strategic acquisition, a business can rapidly scale operations, expand its geographical footprint or gain access to proprietary knowledge that could otherwise take years to develop.

The success of strategic acquisitions hinges on detailed planning, due diligence and the ability to integrate effectively — and Texas Capital has facilitated these types of acquisitions with flexible financing, tailored loan structures and credit facilities and competitive rates and terms to support the acquisition's financial viability.

#### Texas Capital in action

One such strategic acquisition that Texas Capital financed was for a Houston-based transportation company. It involved the owner exiting the business and seeking to sell it to a successor. The buyer leveraged our relevant industry experience to purchase the business and the acquisition was secured with an SBA solution, providing financial support and stability. To ensure the new business' success, Texas Capital facilitated comprehensive financial planning and market analysis.

## Value-Adding Turnaround Acquisitions

Turnaround acquisitions help privately held or middle market businesses add value through operational improvements, cost synergies and revenue enhancement. This can be accomplished by acquiring an under performing business that is struggling financially or operationally but has the potential to recover with the right strategy and resources. A buyer can turn a business around by implementing new management, streamlining operations and providing capital. A trusted partner like Texas Capital provides customized holistic financing solutions such as term loans and revolving lines of credit to ensure successful turnaround acquisitions.

---

## Texas Capital in action

When a Houston-based CPA firm wanted to expand their book by acquiring another small firm, Texas Capital was ready to facilitate the transaction. With thorough due diligence, an acquisition team carried out the integration of client portfolios and strategic planning to ensure a smooth transition and future growth for the firm.

## Advantages of acquiring a successful business

Acquiring a business can help you transcend your current state and achieve long-term growth. With guidance from the right partner, an acquisition can provide your business with these benefits and beyond:

- Established customer base: A compelling advantage of acquiring a business is gaining access to their existing customer base, which reduces the time and effort needed to cultivate one from scratch. Instead, you can nurture customer relationships already in place.
- Proven business model: Acquiring a successful business with a tried-and-true business model can help reduce the risks associated with starting a new venture. Maintaining business continuity with operations will help smooth the transition.
- Immediate cashflow: Once you acquire a profitable business, you have immediate access to cash and therefore increased financial stability.
- Established brand and reputation: Acquiring a business with a recognized brand and positive reputation can help your company from the start.

## How Texas Capital facilitates successful acquisitions

As a Preferred SBA Lender for privately held and middle market businesses, Texas Capital has a demonstrated track record in executing effective acquisitions and providing customized solutions. With personalized service, attention to detail and confident decision-making, Texas Capital has become the first call for privately held businesses seeking expert financial guidance and support.



“Having the right team around you is the most important part. We’ll help advise you and bring in key partners.”

— Doug Anders, Executive Director, Business Banking SBA Team Lead at Texas Capital

## Flexible financing options

Texas Capital offers flexible financing options based on client needs and goals. These include term loans with fixed interest rates and a set maturity date, lines of credit and private equity financing. No matter your financing requirements, Texas Capital provides the agility necessary to customize products and terms to fit your specific acquisition needs.

### Streamlined workflows and processes

Efficient workflows are essential to a smooth acquisition and Texas Capital's well-oiled workflows help expedite the acquisition process. Streamlined approval procedures ensure decisions are made quickly, reducing the time it takes to get you the support your business needs.

### Decentralized decision-making

Texas Capital emphasizes the importance of decision-making wherever you are and empowers on-the-ground teams to make decisions that best serve their clients. Texas Capital's advisors understand the unique needs and opportunities of their markets and, for acquisitions, can accelerate the integration process and address challenges effectively. Leveraging deep-rooted presence in communities and established connections with regional stakeholders, Texas Capital teams are poised to provide tailored solutions in any business acquisition.

### Ongoing support post-acquisition

Even after an acquisition is complete, Texas Capital recognizes the importance of providing ongoing support for businesses, including integration assistance and fiscal management. Texas Capital is focused on building long-term client relationships and is committed to clients' continued success in the future.



“Our goal at Texas Capital is to empower business owners to navigate the complexities of acquisitions with confidence. By providing tailored financial solutions and expert guidance, we help our clients turn their strategic visions into reality, whether they are expanding their existing operations or venturing into new markets.”

— Priscilla Picasso, Executive Director, Business Banking Team Lead at Texas Capital

## Your Texas Capital Team is Here to Help

If you are considering expanding your business or need assistance with an acquisition, it's important to work with an agile financial partner like Texas Capital. With a proven track record in executing successful acquisitions, Texas Capital has the expertise to serve your acquisition needs and provide comprehensive support beyond financing, including due diligence, risk management and post-acquisition integration. Our Commercial Banking team can give you the tailored guidance and personalized service you deserve while helping to propel your business forward to long-term growth.



To meet with your banker or schedule a meeting with a banker in your area, [click here](#).



Texas Capital is the collective brand name for Texas Capital Bank ("TCB") and its separate, non-bank affiliates and wholly-owned subsidiaries. TCB is a wholly owned subsidiary of Texas Capital Bancshares, Inc. We are headquartered in Dallas, Texas, and work with clients across the country. All services are subject to applicable laws, regulations and service terms. Member FDIC.