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From: Calabasas Capital <david@calabasascapital.ccsend.com> on behalf of Calabasas Capital <david@calabasascapital.com>
Sent: Thursday, January 01, 2015 3:45 PM
To: David Bonrouhi
Subject: Calabasas Capital Advises Visual Data Media Services on its Acquisition of re:fine

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CALABASAS
CAPITAL

Calabasas Capital Announces Another Successful Transaction

January 2015

Dear David,

Happy new year! While there was no tax-induced rush to close deals by the end of December this time, we were successful in representing another entertainment industry-related Southern California-based business services company on the execution of an M&A transaction in the 4th quarter.



CALABASAS
CAPITAL

visual data
MEDIA SERVICES

Has acquired a majority interest in

re:fine

VDMS is a leading provider of digital content distribution and post-production services in the U.S. while re:fine provides similar services in the U.K.

Calabasas Capital served as financial advisor to VDMS in the transaction.

Burbank-based Visual Data Media Services, Inc. provides digital content management, distribution, storage and post-production services to worldwide media outlets, including domestic syndication, network broadcast, international distribution, VOD, and SVOD for studios, distributors and major platforms and has been growing rapidly over the past several years. London-based re:fine specializes in content processing and digital-media.

The deal will provide each company access to the other's markets, technologies and infrastructure. Both re:fine and Visual Data have established successful business models, client bases and third-party accreditations as preferred vendors for content networks and broadcasters, including Netflix, iTunes, Google and the UK's ITV.

John Trautman, CEO of Visual Data, said: "This acquisition will provide a seamless client experience across multiple time zones while simultaneously increasing operational capacity and efficiencies. Client demands have led us to this expansion into Europe and we have found in re:fine a company that shares our vision, excellent client relationships and impressive technological expertise. We were very pleased to have worked with Calabasas Capital on this transaction. David Bonrouhi and his team are experts in structuring and negotiating M&A transactions as well and private equity and debt financings and their assistance was instrumental in getting this deal done."

To learn more, read the [press release](#).

About Calabasas Capital

Calabasas Capital is a boutique investment banking firm that provides the following financial advisory services primarily to lower-middle-market privately-held companies, business owners and entrepreneurs:

- Sell-Side and Buy-Side Mergers & Acquisitions
- Private Equity & Debt Capital Raising
- Acquisition Financing
- Financial Restructuring
- Late-stage Venture Capital Raising
- Sales of non-core assets/divisions of larger public and private companies

Our principals have significant investment banking and private equity experience working with companies in a broad range of manufacturing and services industries with particular expertise in consumer products and services, business services and technology.

Thank you for continuing to keep us in mind for opportunities. We wish you all the best in 2015.

Regards,

David Bonrouhi

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