

Best In Class: Residential Construction

Falls River Group Advises Sumitomo Forestry America On The Acquisition of a Majority Interest In EDGEhomes

Falls River Group Advises on the Acquisition of EDGEhomes

Falls River Group, LLC ("Falls River Group") is pleased to announce the acquisition of a 70% equity interest in EDGEhomes by Sumitomo Forestry America. Falls River Group acted as the exclusive financial advisor to Sumitomo Forestry America in connection with the transaction.

About Sumitomo Forestry America, Inc.

Sumitomo Forestry America, Inc. ("SFA") is the wholly owned U.S. subsidiary of Sumitomo Forestry Co., Ltd. ("SFC"), a leading 325 year old wood products company established in 1691 and headquartered in Tokyo, Japan. SFC is engaged in a variety of wood-related businesses including "upstream" plantation and forestry businesses, "midstream" distribution and manufacturing businesses, and "downstream" housing related businesses in and outside of Japan. SFA's activities in the United States are focused on residential homebuilding in nine states and kitchen cabinet manufacturing in Washington. Their goal is to become a leading homebuilder in the U.S., constructing more than 5,000 houses per year.

About EDGEhomes

Founded in 2008 as a local Utah homebuilder, EDGEhomes has grown to #54 on the 2016 Builder 100 list closing on 741 homes generating \$239 million in revenue in 2015. EDGEhomes is engaged in both land development and construction of starter and move-up single-family, townhome, and condominium housing in the Salt Lake City, Utah metropolitan area. Their unique focus on the home buyers experience, attractive designs, livable floor plans and creating communities in prime locations across the Wasatch front has turned EDGEhomes into a recognized leader and one of the fastest growing homebuilders in the United States.

Transaction Summary

Sumitomo Forestry America engaged Falls River Group to lead an acquisition and due diligence process designed to ensure a thorough evaluation of EDGEhomes, acquire all of the interests held by existing financial investors, and generate a long-term partnership relationship with the senior management team (who retain a 30% equity interest) constructed to maximize post-transaction value and operational continuity. The EDGEhomes transaction represents Sumitomo Forestry's fifth investment in a U.S. homebuilder.

About Falls River Group

Founded in 1992, Falls River Group is one of most reputable investment banking, corporate restructuring and management advisory firms in the country. Among its core services, Falls River Group represents buyers and sellers of middle market companies who seek a proven and confidential process. Falls River Group's professionals share a commitment to developing a trusted advisor relationship with their clients and referral partners and have generated an extraordinary track record of success, advising on over 400 domestic and cross-border transactions. Falls River Group is the longest standing member of IMAP, a global M&A partnership of 450 advisors in more than 35 countries. In 2015, IMAP closed 221 transactions valued in aggregate at over US \$9.6 billion.



Contact Us

Kurt Andersen
Managing Director
kea@fallsrivergroup.com

Media Contact

Suzanne Boland
sb@fallsrivergroup.com

