

Fin 580 Entrepreneurial Finance

Peking University HSBC Business School

2nd Case Study: *Brazos Partners and the Tri-Northern Exit*

Due on: Thursday, June 12th, 2025

Each group will submit a memorandum of analysis and recommendations at the beginning of case discussion. Write these as if you were writing an executive memo with your recommendation to the major decision-maker in the case. Memoranda will not be accepted after the class has met.

Case Questions

1. Following the dual-acquisition of Tri-Ed and Northern Video, in what ways did Brazos create value at the combined distributor?
2. If Brazos were to accept one of the proposed buyout offers, how would the returns compare with the firm's February 2010 projections?
3. Is now the right time to sell Tri-Northern? At what price?