

Stage 1 Planning

During our planning phase we will focus on the following:

- Review and comment on the current business strategy, shareholder motivations, external valuation and financial information and capacity of the business;
- Analyse key value drivers and growth opportunities within the business;
- Consideration of an optimal presentation of financial information, normalisations, transaction point and structure conditions and how they will affect eventual timing increase marketability; and
- Consideration of current market and business condition and how they will affect eventual timing of a sale.



Stage 2 Preparation

- Refinement and finalisation of Potential Acquirers;
- Review forecasts and a business plan;
- Preparation of Investment Flyers ("IF") on a no-names basis;
- Preparation of an Information Memorandum ("IM"); and
- Preparation and verification of materials for online data room.



Stage 3 Marketing

- Initial approaches to Potential Acquirer via an IF
- Distribution of Non-Disclosure Agreements ("NDA");
- Dispatch of IM
- Presentation to and discussions with Potential Acquirers
- Evaluation of Indicative offers received from Potential Acquirers
- Negotiation and selection of Preferred Acquirers, based on indicative offers and other qualitative characteristics.



Stage 4 Execution

- Finalisation and management of online data room, buyer Q&A process and due diligence proces;
- Project management through to completion including;
- Management of communication of Potential acquirers;
- Liaising with professional service providers such as lawyers and financial advisors; and
- Negotiations of Transaction Agreements.



Stage 5 Post Completion

- Ensure documentation limits legacy exposure post completion;
- Completion Accounts and impact on Completion Adjustments; and
- Effective management of earn out or surplus asset realisation (if applicable).



Decision Point

At the completion of this stage, Stakeholder's will then makes a decision as to the transaction pathway(s) that they wish to pursue

