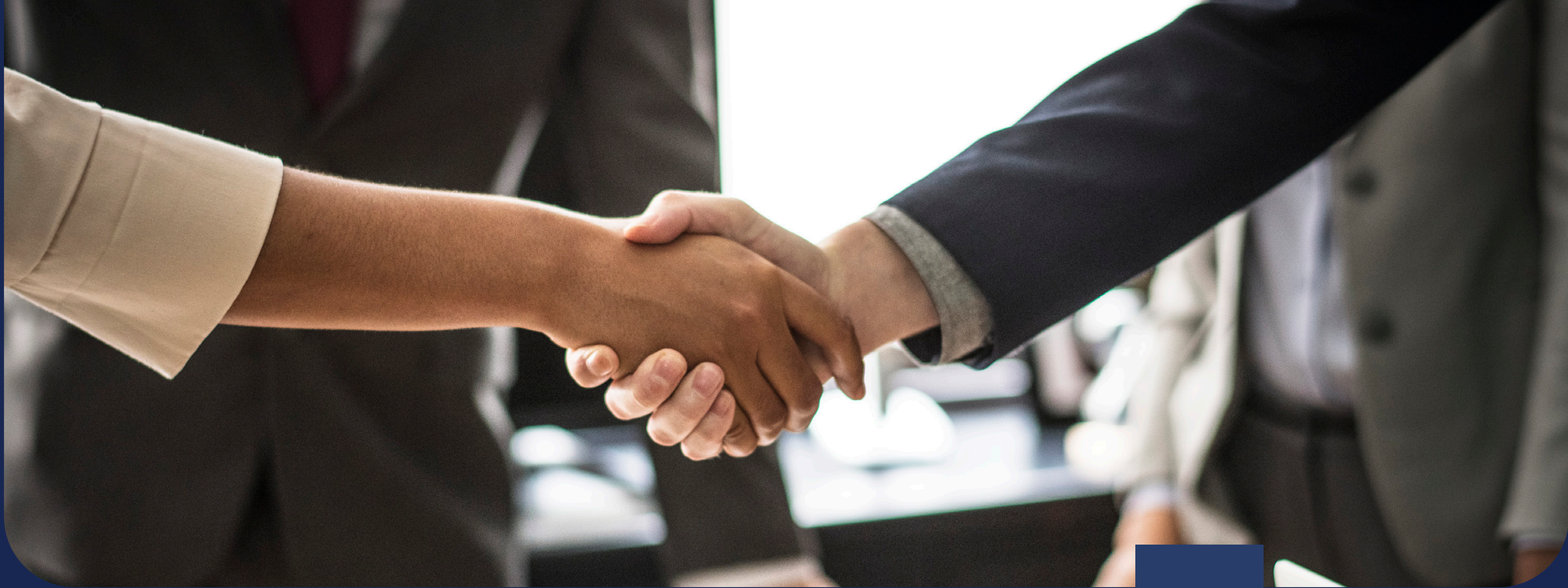
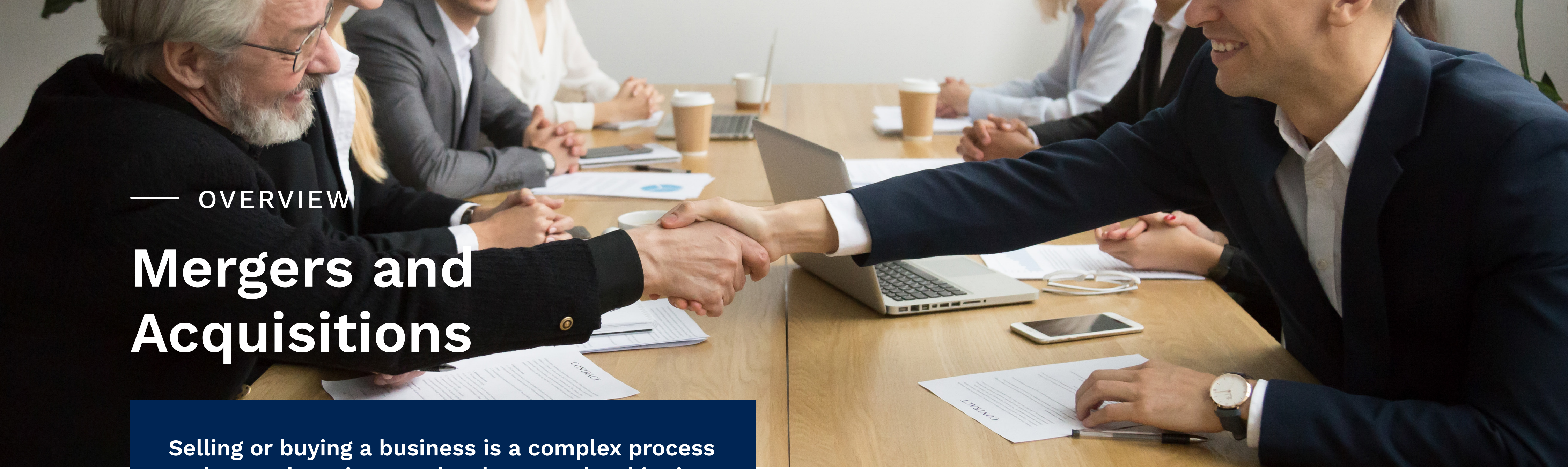


The end-to-end process of a merger, sale or acquisition

MERGERS AND ACQUISITIONS

elements
ADVISORY GROUP



OVERVIEW

Mergers and Acquisitions

Selling or buying a business is a complex process and as such, trying to take shortcuts by skipping steps in the process introduces too much risk for all parties.

Most business journeys culminate with the sale of the business or a merger, which is hopefully the reward for hard work and dedication. However, in many cases, business value is lost or damaged at this point as a result of a business not being properly prepared for the sale, not seeking the right advice during the transaction analysis, negotiation and due diligence stages, or they have a false perception of the value of the business.

Our team of highly experienced advisors assist our clients throughout the end-to-end process of a merger, sale or acquisition. We have developed a process that is designed to drive the highest level of probability of a transaction occurring, and also ensure that our clients' exit value is maximised.

Our Merger and Acquisition Process

Elements Advisory Group has developed a structured approach to ensure that value opportunities are maximised.

Transaction Analysis, Planning & Research

Initial Fact-Finding discussion to understand the potential buyer/seller and general transaction specifications.

Completion of a valuation exercise to determine the estimated Enterprise and Equity Value position for the Business.

Development of a short-form business profile document to be used as an initial presentation document. Includes provision of a valuation report.

Facilitate the provision of high-level tax advice regarding the tax implications of the transaction and net cash implications.

Presentation to Buyer

Development of the opening sell position and high-level structure of transaction.

Liaising with legal representatives to facilitate Non-Disclosure Agreement and seek quote for support services.

Presentation of business profile document to the potential buyer.

Fulfilment of information requirements by the buyer.

Buyer required to provide Non-Binding Indicative Offer outlining high-level terms and structure of the deal.

Negotiation and Execution

Development of counter offer documentation in consultation with legal advisors.

Analysis and decision support regarding counter offers and transaction structure.

Following conceptual agreement, development of a high-level, non-binding term sheet for execution by both parties.

Seek 2nd round of tax advice regarding tax implications of the agreed transaction.

Faciliate execution of non-binding term sheet.

Due Diligence and Completion

Facilitate setup of digital data room systems and protocols.

Assistance with project planning and fulfilment of Request for Information (RFI) items.

Development of “Sellers” due diligence RFI document.

Review of due diligence RFI items prior to submission to digital data room.

Assistance with response to due diligence queries and objections.

Assistance with final settlement process and post-completion accounts preparation as required.

VIDEO

How can you mitigate any potential risks and maximise the value of an M&A transaction?

Watch the full video

Take a look at 5 key considerations that you should consider to allow a smooth process that ensures your business maximises the value of an M&A transaction.

GET IN TOUCH

Plan and execute successful mergers and acquisitions

If you're planning to sell your business, whether now or in the future, our specialist M&A process is designed to drive the highest level of probability of a transaction occurring and ensure that our clients' exit value is maximised.

WE'RE HERE TO HELP

Email us today at **admin@elementsag.com.au** or give us a call at **07 3878 9181** for an initial upfront consultation.

elements
ADVISORY GROUP

Get in touch.

PHONE

07 3878 9181

EMAIL

admin@elementsag.com.au

WEBSITE

elementsadvisorygroup.com.au

A Better Business Journey.