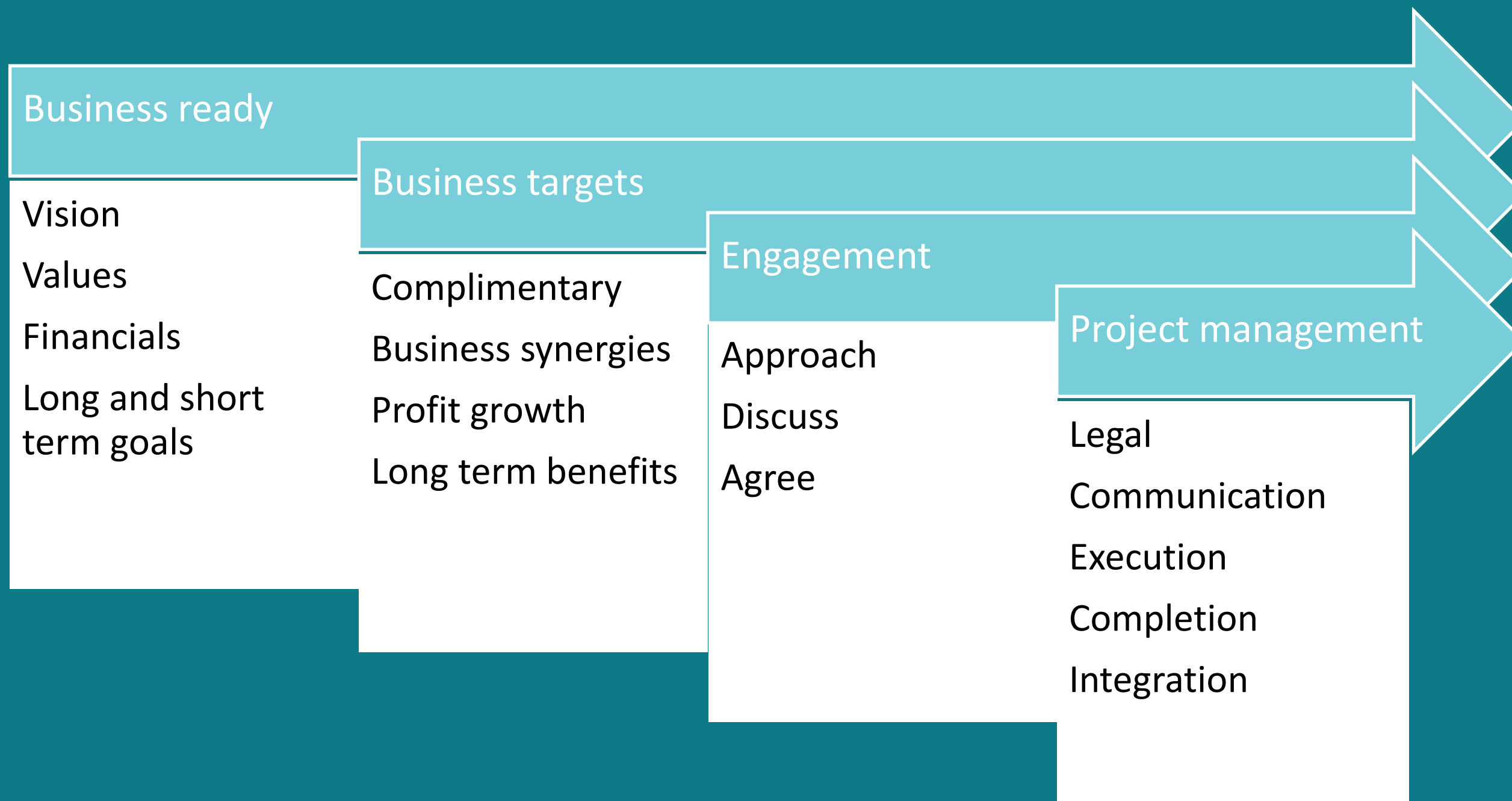




Facilitating your strategy for business growth and
scale greater heights through acquisition

Acquisition Ready?



Transaction Management

Transaction Ready



Transaction Process



Business Target



Business Integration



Transaction Complete



Get your own house in order

- ✓ How is your business performing
- ✓ Define your growth strategy

Build in house financial model

- ✓ Transaction budget
- ✓ Target projections
- ✓ Stress test assumptions

Acquisition finance

- ✓ Debt, equity or both
- ✓ Cost of finance

Business ready

Identify suitable business

- ✓ Is the business aligned
- ✓ What are you looking from acquisition

Determine synergies

- ✓ Staff duplication and org chart
- ✓ Client service methodology
- ✓ Client demographic

Stakeholders

- ✓ Management and engagement
- ✓ Finance

Business Targets

What are you acquiring?

- ✓ Staff
- ✓ Goodwill
- ✓ Advisers

Deal structure

- ✓ Term sheet – agree and sign
- ✓ Client value/price
- ✓ Brief legal

Due diligence

- ✓ Follow process

Transaction Process

Communication strategy

- ✓ Clients
- ✓ Staff
- ✓ Third parties

Licensee requirements

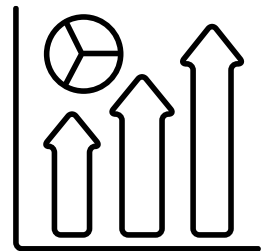
- ✓ Is the licensee on board
- ✓ Engage and follow their process

Ongoing advice to clients

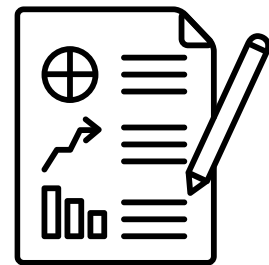
- ✓ Who will deliver ongoing advice?
- ✓ Prioritise

Business Integration

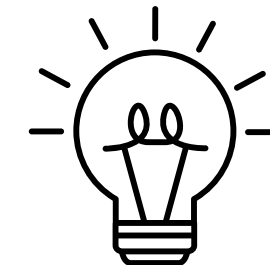
Key Benefits



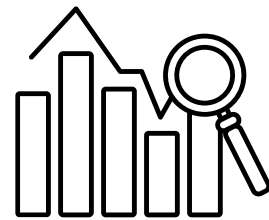
Understand and clearly define your strategy for growth



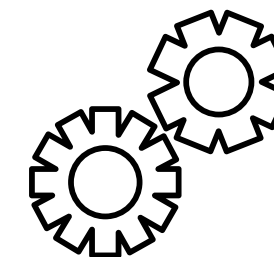
Prepare your business for expansion



Tailored, targeted and specific advice and assistance



Confidence in the successful integration of a business into your organisation?



Putting a focus on end-to-end process and delivery

- ✓ **Demonstrated experience in the process of buying and selling a business**
- ✓ **Process driven and process focused**
- ✓ **Increase capacity within your project team**
- ✓ **Advisers can continue to service their clients and run their business**
- ✓ **Flexibility to utilise TWN knowledge and expertise in a way that works best for your business**

Why TWN?