

Negotiation Only Service

Our “Negotiation Only” service is for owners who are considering an approach from a purchaser or a sale to the management team. Alaris will be able to guide you through the sale process to help ensure that, in the absence of a wider marketing exercise and competing interest, you achieve a sale price and related transaction terms in line with market rates.

Basis of Fees

Alaris' fee arrangements are always set out clearly in writing in advance. The outline fee structure for a full company sale process can be found on our website.

Confidentiality

We pride ourselves on maintaining strict confidentiality in relation to discussions with clients and any information provided to us. Alaris will, on request, provide a formal confidentiality undertaking to companies considering the Alaris Company Sale Service prior to the release of any information.

Contact Us

If you would like to consider the Company Sale Service, please contact us directly and speak with a Director. We are happy to discuss any questions you may have.

Other Alaris Services:

- Exit Strategy and Planning
- Corporate Acquisitions
- Company Valuation
- Private Equity/Investment

For further information about Alaris Services, please see our website. If you would prefer to speak with a Director, please contact us directly or register an online enquiry.

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Terms and Conditions
The basis, terms and conditions for the provision by Alaris to the client of services referred to in this document, will be subject to and governed solely by the formal contract of engagement between the client and Alaris.

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Company Sale Service



Alaris is a leading UK SME company sale specialist based in Central London. We advise UK businesses valued from £3 million to £10 million plus and have a strong track record in successfully securing sales to UK plcs and multinational groups. The Alaris team members have advised on transactions with an aggregate value of over £250 million.

Alaris was established in 2003 by the management team and the owners of Cavendish Corporate Finance (www.cavendish.com), the leading UK mid-market corporate finance business specialising in company sales.

FAQs

Why use an advisor?

Whatever your reasons for considering a sale of your business - retirement, reinvestment or expansion, naturally you will wish to achieve an attractive price, the most favourable terms and a good home for your company. A good advisor will present your business well and market it effectively to purchasers, to help ensure you secure competing offers.

The sale of a business can often be complex. A good advisor will not only manage the process professionally and efficiently but will also act as a guide for you, through each stage of the process to completion. A good advisor will be at your side throughout, attending meetings and offering advice. In the latter stages of the sale process, your advisor's experience and skill in finding ways to resolve problems satisfactorily will be important.

Who at Alaris would advise me?

Your Alaris advisory team would be led by an experienced executive. They would co-ordinate the Alaris team working for you and advise you throughout - at no point would you be handed over to a junior team member.

I'm not sure if we're ready to sell, could you advise us?

Yes, we offer an Exit Strategy & Planning Service which is designed to assist owners and Directors in developing an exit strategy and preparing their business for a future sale process. Stage 1 of this service, the Business Review Report, is provided on a complimentary basis. For further details, please see the Alaris Exit Strategy & Planning Service leaflet, which can be downloaded from our website.

Could you give me an indication of what my business might be worth?

Yes, we offer a Company Valuation Service which is designed to assist business owners in understanding the approach of purchasers to valuation and the value achievable in the event of a sale. For further details, please see the Alaris Company Valuation Service leaflet, which can also be downloaded from our website.

Company Sale Service

The Company Sale process can be divided into four phases:



Identifying and accessing purchasers

Alaris clients benefit from our powerful database of purchasers. We have a strong track record of successfully attracting interest from purchasers and securing competing offers.

Opportunities and competition between interested parties can be enhanced by also considering an international sale. Part of our international reach is as a result of our very close ties with Cavendish Corporate Finance, which allows us access to contacts within M&A International Inc. (www.mergers.net), an international network that includes over 600 professionals in 45 M&A advisory and investment banking firms operating in 42 countries.