

STAGE
2

Plan Development

Developing a formal plan, with input from the owners and management team, which identifies a shortlist of planning initiatives and sets out the implementation timetable.

STAGE
3

Plan Implementation

Execution of the plan by the management team and ongoing consultation, monitoring and reporting on progress and the outcomes achieved.

This Exit Strategy & Planning Service is intended for UK businesses with an annual turnover of £2 million or greater.

Basis of Fees

Stage 1 of the Service is provided on a complimentary basis. Alaris would, on request, provide a formal fee proposal for delivery of Stages 2 and 3, for the consideration of the owners and Directors.

Confidentiality

We pride ourselves on maintaining strict confidentiality in relation to discussions with clients and any information provided to us. Alaris will, upon request, provide a formal confidentiality undertaking to companies applying for the Business Review.

Contact Us

If you would like to consider the Exit Strategy & Planning Service, please contact us for a preliminary discussion with a Director. Also, we are happy to discuss any questions you may have during an informal meeting or make a formal presentation to your board.

Other Alaris Services

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

For further information about Alaris Services, please see our website.

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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.
 Alaris reserves the right not to provide any services where requested or to cease immediately their provision in the course of their being provided, at any time and at its sole discretion, without liability.

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Exit Strategy and Planning Service

How to prepare your business for a future sale

When you come to sell your business, you will want to get it absolutely right. Preparation in advance of starting a process can be critical to its ultimate success, helping to enhance the terms achieved and ensuring that the sale process is as straightforward and stress-free as possible.

The Alaris Exit Strategy & Planning Service is designed with exactly this in mind. We work with owners and Directors, through a structured, efficient and user-friendly process. Together, we develop a road map for a successful future sale.



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

Is there anything I can do now that will help me sell my business for its true value later on?

The Service looks at areas of the business and specific topics that have been selected on the basis of our experience advising on a large number of successful mergers and acquisitions transactions. We have an understanding of what purchasers are looking for and their approach to acquisitions. Also we can recognise problems or issues which, for example, might slow down a process or that might lead to unattractive deal structuring.

Will it absorb a lot of my or my colleagues' time?

It shouldn't; we aim to identify a small number of planning initiatives, focusing on enhancements that make an impact.

Is it expensive?

No, it shouldn't be. The initial Stage 1 Business Review is provided without charge. Formal plan design and implementation, Stages 2 and 3, are fee-based, but optional.

Get to know us - "Try before you buy"

We offer the **Stage 1 Business Review** on a complimentary basis, so prospective clients can test us and we can demonstrate where we can deliver added value. If, at the completion of the Business Review Report, a client decides to take the process forward without further help from Alaris, that's fine, no charge.

In delivering the Alaris Exit Strategy & Planning Service, we do not delegate projects to junior or less experienced team members. Members of our senior management team work alongside the owners and Directors, so that clients receive the benefit of their experience.

Tip: Purchaser confidence is key - maintain their trust - if there's a problem or issue, let them know and work with them to resolve it - even better, sort the problem out in advance to avoid it possibly derailing a future deal.



Business Review Report

A complimentary, high-level business review to identify potential planning initiatives aimed at helping prepare the company for a future sale.

The areas covered by the Business Review Report include:



• Objectives

Understanding the price and non-price objectives of the owners, including plans to protect the interests of the different stakeholders in the business. Establishing the objectives and the future exit strategy options.



• Timing

Reviewing the optimum timing for a business sale, taking into account company-specific considerations as well as economic and sector cycles.



• Business Performance and Presentation

Identifying opportunities to enhance the attractiveness of the business to prospective purchasers. Reviewing management information that would be made available to a purchaser in a due diligence process (particularly in the context of formal management reporting, financial information and key performance indicators).



• Transaction Preparation

Identifying the internal committee of Directors who would manage the information gathering and due diligence processes. Assessing the company's readiness for a due diligence process, for example, company statutory documents, employment matters, property, environmental issues. Checking that personal tax planning has been completed and refreshed by the tax advisors, where appropriate.



• Profile and PR

Raising the profile of the business amongst future prospective purchasers, including the company's peers.

The Business Review includes information gathering and a face-to-face meeting, as follows:

- Completion of an Information Questionnaire on the business;
- A meeting with the Alaris team at our Central London offices to complete the Alaris Business Review and Analysis modules.

On completion of this work, the Business Review Report summarising the initial findings will be prepared and submitted by Alaris.

Following completion of Stage 1 and the submission of Alaris' Business Review Report, the business owners and Directors could consider commissioning completion of the two further stages in the Exit Strategy & Planning Service.