

The Sale Process

- Preparation of marketing materials
- Identification, analysis and development of target list

- Acquirer marketing
- Chemistry meetings
- Short list of preferred acquirers

- Indicative offers
- Key terms
- Heads of agreement

- Due diligence – legal, financial and commercial
- Share purchase agreement

Preparation
6-8 weeks

Marketing
12-16 weeks

Negotiation
12-16 weeks

Completion
8 weeks

