



BDO CAPITAL ADVISORS

M&A Exit Strategy Review

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BDO BDO CAPITAL ADVISORS, LLC
"Trusted Investment Bankers for the Middle Market"

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M&A Exit Strategy Review

Private business owners preparing for a liquidity event in 1-3 years and desiring to maximize shareholder value and generate strong interest from buyers may benefit from BDO Capital's M&A Exit Strategy Review.

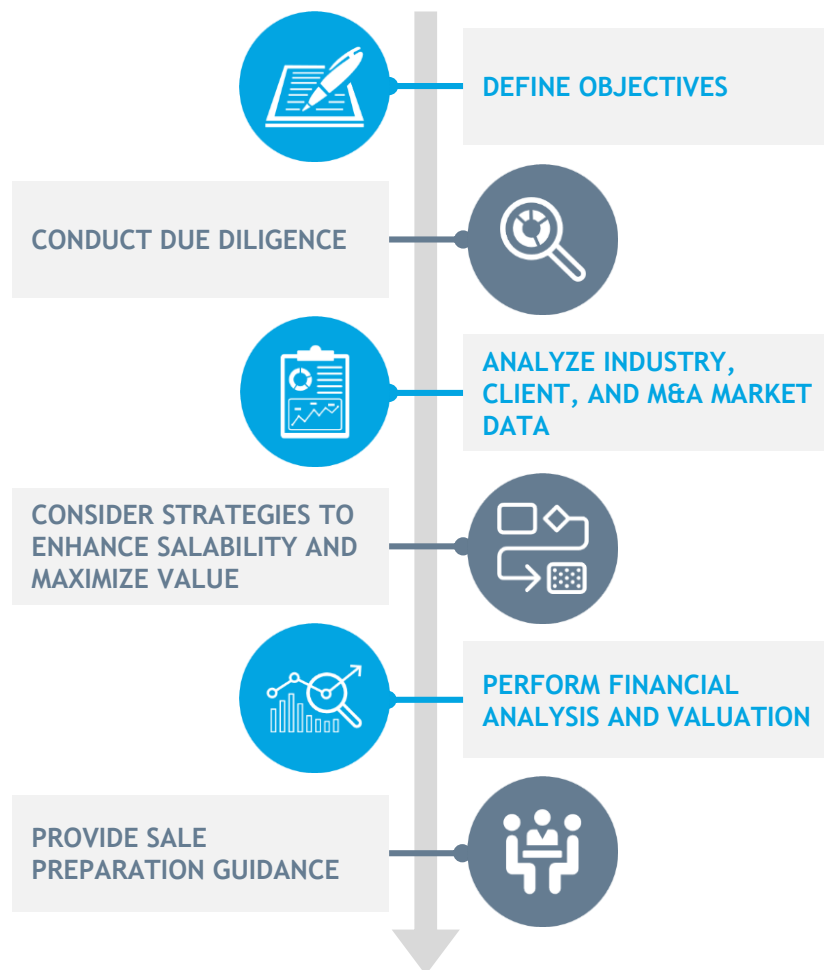
This review, performed by seasoned investment bankers with keen M&A market insights, decades of transaction experience, and expertise gained from extensive work with clients to prepare their businesses for sale, will help you better understand key issues including:

- ▶ How a buyer may view your business
- ▶ Company positioning and the investment thesis
- ▶ Developing and presenting the growth strategy
- ▶ Valuation
- ▶ Preparing to go to market

We provide in depth analyses to guide critical decisions in formulating and executing an *optimal exit strategy*.

A fixed fee for the review would be credited against future M&A transaction fees.

PROCESS OVERVIEW:



BDO Capital Advisors

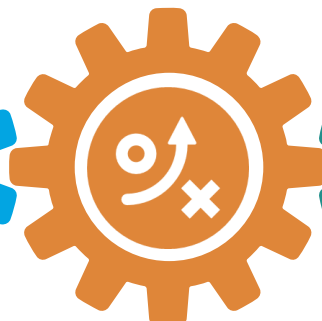
M&A Exit Strategy Review - Benefits

For many business owners, the next few years will be crucial to preparing and positioning their company for a successful transition to new ownership. BDO Capital can provide valuable insights to enable you to develop and execute an exit strategy that will enhance your company's salability and maximize its market value. Key issues covered include:



How a buyer may view your business

- ▶ Market overview and industry dynamics
- ▶ Competitor analysis
- ▶ Key value driver SWOT analysis
 - Addressable market
 - Growth strategy
 - Unique value proposition
 - Diversification
 - Stability and predictability
 - Free cash flow generation
 - Management team
 - Brand strength



Company positioning and the investment thesis

- ▶ Analyze key value driver initiatives to align with qualities sought by strategic and financial buyers
- ▶ Identify deficiencies and develop a strategy to address with suitors
- ▶ Determine optimal positioning to create the most compelling investment thesis



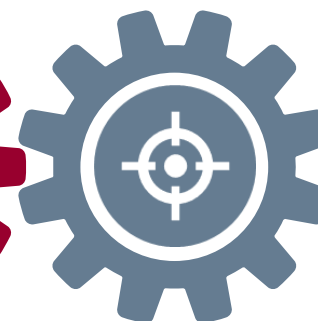
Developing and presenting the growth strategy

- ▶ Organic growth
- ▶ Acquisition opportunities
- ▶ ROI and value accretion analysis



Valuation

- ▶ Perspective on the current M&A environment specific to your industry
- ▶ Benchmarking and analysis of historical/projected financials
- ▶ Market valuation of the company
- ▶ Sensitivity analysis considering key value driver initiatives and the growth strategy



Preparing to go to market

- ▶ Recommendation of business, financial, tax, and legal factors to address prior to commencing a sale process

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