

## ORION CAPITAL

### SELL SIDE ADVISORY M&A SERVICES

**Our sell side advisory services include :**

SALE ABILITY ASSESSMENT

PREMARKETING

TEASER PREPARATION

IDENTIFYING PROPER BUYERS / INVESTORS

PREPARATION OF COMPANY VALUATION & RELATIVE COMPANIES  
INTERNATIONALLY

CIRCULATE TEASER ACCORDINGLY

PREPARATION OF CONFIDENTIALITY LETTERS

SELECTING INTERESTED PARTIES & START CONDUCTING NEGOTIATIONS

PREPARATION OF THE LETTER OF INTENT / MOU

ASSIST THE COMPANY IN THE DUE DILLIGENCE PROCESS

ASSIST THE LAWYER IN THE PREPARATION OF SPA AGREEMENT

## **INDICATIVE TIMETABLE OF SELL SIDE M&A ADVISORY**

### **Phase I, SALE PREPARATION, next 30 days**

Kick-off & data collection

Setting the objectives together

Preparation of the company's valuation

Teaser & offering memorandum preparation

### **PHASE II, MEETING ROUNDS, next 70 to 100 days**

Select together potential buyers/investors to contact

Sign confidentiality agreements

Meet interested bidders

Provide financial & commercial info

Receive Letter (s) of Intent

### **PHASE III , NEGOTIATE, next 70 TO 100 days**

Build & arrange management presentation

Negotiate with all buyers who submit bids

Bids clarification, evaluation & selection

Enter an exclusivity agreement

Facilitate due diligence

Assist lawyers in the preparation of the SPA agreement.

