



Case Study

Transaction advice on sale of family business

Corporate Finance

Sector:	Fast moving consumer goods, procurement & manufacturing
Enterprise Size:	R250m+
Project Duration:	3 months

Introduction

We were approached by a family business who had started negotiations regarding the sale of their business.

Objective

Assist sellers of a private company with establishment of fair value of their company and subsequent negotiation of a sale to a consortium of investors represented by a private equity fund.

Our approach

With multi-disciplinary professionals contributing over 100 years of combined experiences, our firm combined global best practice with hands-on transaction expertise.

Our proprietary models used data sourced from banking databases.

Our deep experience in local markets was complemented by an independent review.

Work performed

- ✓ Assessment of business model, shareholders and current strategy. Analyse and understand status quo.
- ✓ Develop strategic objectives and priorities
- ✓ Business valuation and assessment.
- ✓ Sell-side due diligence.
- ✓ Make clear decisions on the way forward
- ✓ Assistance with transaction structuring and advice on term-sheet finalisation.
- ✓ Review and assistance with all agreements related to the sale of business.
- ✓ Buy-side Due diligence assistance including establishment of data room and compilation of necessary information.
- ✓ Assistance with submissions to various legal authorities.
- ✓ Coordinate and resolve areas of conflict and complexity throughout.

Outcomes achieved

- The transaction was concluded successfully.
- Issues identified were adequately addressed in the relevant transaction agreements.
- The post-transaction integration process was planned and executed on budget.
- Ongoing communication with clients, staff and the market ensured that customers remained well served and business continued as normal.

Client feedback

“Thank you for all your support over the last few months, all signed and agreed to.”

Conclusion

Selling any business is a complex and potentially highly stressful experience for even the best business people. Having a Professional Team with you throughout the process is the first step in ensuring your business sale is a success.

For further insights and our services or visit www.addisoncomline.co.za

About Addison Comline

Addison Comline provides insight, advice and direction to senior executives, business owners and shareholders with an emphasis on high-impact, value-enhancing work that is clearly understood and supported by our clients.

Our services include corporate finance, legal and business-owner solutions, for example share structures, incentive structuring and succession plans.

Our custom designed solutions help clients achieve their business and financial goals.

Areas of expertise

Corporate finance

Providing access to funding sources, capital structuring solutions and enhancing investment decisions.

Legal services

Corporate & commercial legal services including contractual negotiation, drafting, vetting and management; M&A transactions; corporate structuring and corporate finance; private equity & Financial transactions; personal client estate structuring and wealth management and corporate governance.

Business-owner solutions and services

Advice, assistance and help for entrepreneurs and owners of business who require specialist solutions to enhance and realise sustainable value within their enterprise as well as for themselves.

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