

## SWILL Presentation Outline-Investment Banking

- I. Current Environment for the Sale of Private businesses
  - a. Who are the buyers?
  - b. Capital Availability
  - c. Acquirers strategy
- II. Preparing a business for Sale
  - a. Financial Statements
  - b. Management/Talent
  - c. Customers/Suppliers
  - d. Supply Chain/Logistics
- III. Timeline of a Process-6-9 months
  - a. Prepare the memorandum and buyer list
  - b. Contact potential buyers
  - c. Send out Memorandums
  - d. Receive indications of interest
  - e. Buyer visits
  - f. Revisit indications of interest
  - g. Choose buyer
  - h. Negotiate Letter of Intent
  - i. Due Diligence
  - j. Negotiate Purchase and Sale Agreement
  - k. Close Transaction
- IV. Current Metrics
  - a. Representations and Warranties
  - b. Escrows
  - c. Working Capital