

## AC Corporate Transaction Services

### Sale of Business

Assist Shareholders in a private company with establishment of fair value of their company and subsequent negotiation of the buy-out of the company from the Founder.

### Background

The Founder shareholder wanted to retire and existing Management wanted to buy the business using the cash flows generated by the business to purchase the equity in the business.

### Approach

We performed a full business assessment that included analysis and suggestions related to operations, finance and risk environments.

Concluded an independent business valuation and assessment.

Other work included a review of the financial, tax, legal, corporate secretarial, human resource, intellectual property, technical and operational activities of the acquired company about the impact of such items on the transaction and post-transaction integration of the target with the acquirer.

Negotiation and conclusion of transaction included the execution of transaction agreements, warranties and necessary conditions precedent.

### 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

'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. We recommend AC Corporate Transaction Services to business owners that are looking for strategic advice regarding a transaction or corporate restructuring process that will result in the best possible outcome.'

### Contact

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### Engagement Overview



**Role**  
Transaction Lead



**Sector**  
Hospitality, Tourism, Hotel and Property Management



**Geography**  
Southern Africa



**Enterprise Value**  
R200m+



**Team Size**  
6 Shareholders and 100 Staff



**Type of Engagement**  
6-month duration with annual support