

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 sale of the Company to a Private Equity Consortium.

Background

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

Approach

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.

Assistance with transaction structuring and advice on term-sheet finalisation.

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

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

'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
Industrial Manufacturing



Geography
Southern Africa



Enterprise Value
R500m+



Team Size
1 Shareholder, 1000 Staff



Type of Engagement
12 Month Transaction