

¹ Avoid exit planning chaos

² The business exits checklist

³ Get your company sale in order with our practical checklist



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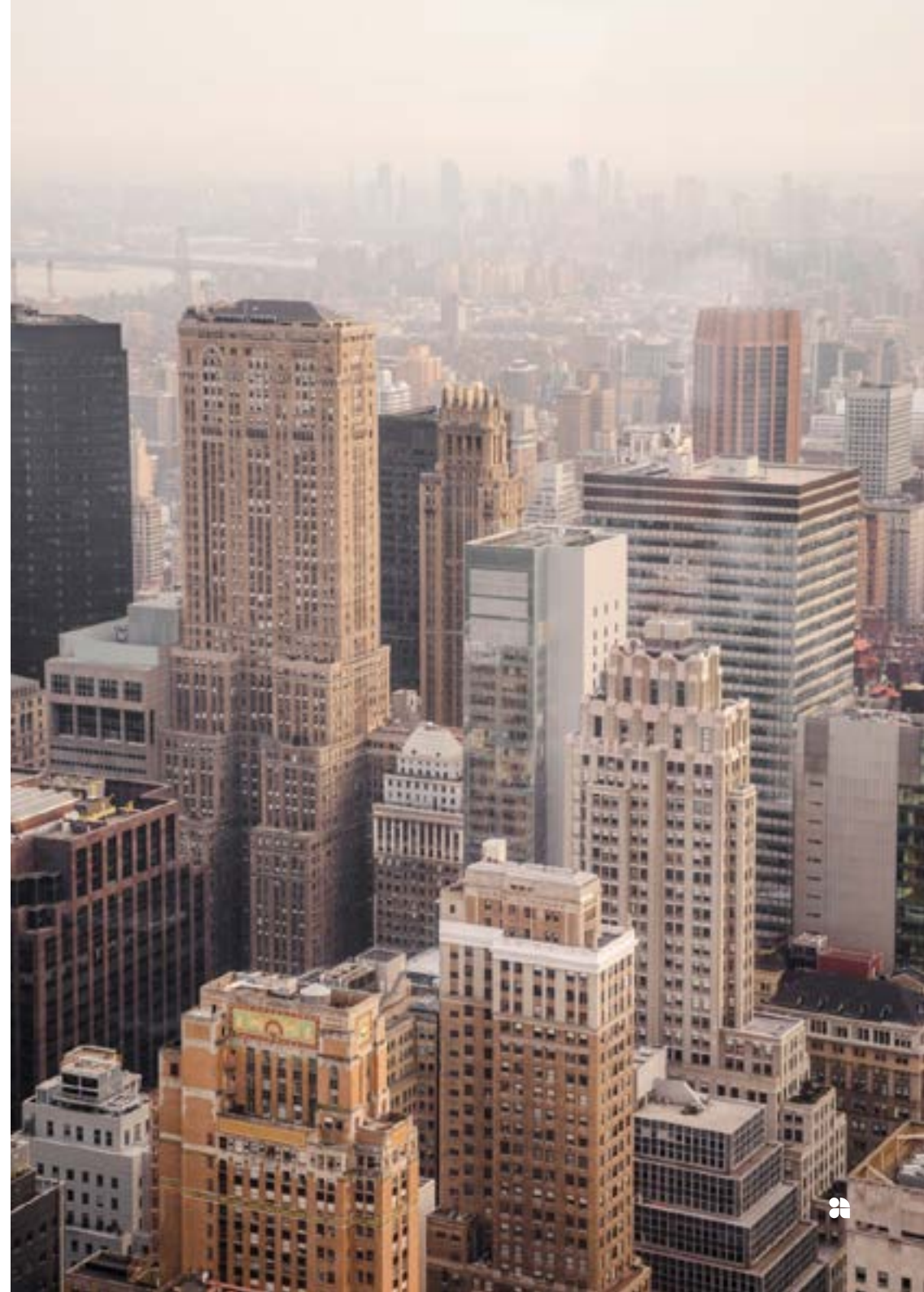
Heading for the exits

With the strain placed on global markets by the COVID-19 pandemic and the resulting - and ongoing - inflationary & supply chain pressures, many businesses are weighing up their options. One of these options is the potential sale of business.

In a high-stakes macroeconomic environment, it's critical to start this planning as early as possible. Business owners need a comprehensive exit plan that surfaces issues and addresses those within the business prior to going to market.

Your main priority should be improving the business so that it is attractive to external buyers, allowing you to maximize valuation and sale price. But in order to optimize your business, firstly you need to bring order to the critical information that powers it.

Without a structured process, you risk succumbing to the chaos and hazards associated with poor exit planning.



Risks & chaos associated with exit planning

Risk 01

Loss of business value

There are a number of reasons why a poor business exit can lead to a loss of value both within the transaction and of the business itself.

Dependence on owner:

Unless owners can demonstrate the business will be able to run smoothly without them, the value of the business stands to decrease with their departure. They need to be able to show that the future profitability of their company doesn't depend on their being there – something they will struggle to do without proper succession planning.

Buyer has the upper hand:

If the seller is disorganized with their business exit planning, they lose control over the sales process and the buyer gets to dictate the terms of the deal. If they don't have the information structured and ready to show profitability, owners will find themselves at the mercy of the market and not able to proceed on their own terms.

Lack of confidence:

Without visibility over current business health, owners lack the confidence to go for their optimum sale price, which can impact their ability to achieve a reasonable price for their business.

Risk 02

Being blindsided by the due diligence process:

Many business owners are surprised by how intensive due diligence can be, and find themselves under prepared for the scrutiny their business will face. With the majority of them working more than 40 hours a week already, the amount of additional time, cost and resources that are redirected to the due diligence process can take its toll.



Risk 03

Struggling to find a buyer:

In a recent survey by William Buck, nearly half of all business owners cited 'being able to find a buyer' as their top concern regarding their exit. And they are right to be uneasy; a US report by the Exit Planning Institute calculated that only 20-30% of businesses that plan to sell actually find a buyer.



Following best practices for your company sale

To eliminate risks, business owners need a comprehensive exit plan that surfaces issues and addresses those within the business prior to going to market. The priority should be improving the business so that it is attractive to external buyers. In fact, Forbes says you should consider your exit strategy to be the same as your growth strategy. 'Value-building activities that prepare you for an exit are synonymous with the activities that create healthy and profitable businesses, right now', and an owner could increase the saleable value of their business by 'up to 300-500% in two to three years' quite reasonably.

Ultimately it comes down to having your information in order; by having critical business information visible, organized, managed and structured in a way that not only improves business health and value in the short term, but that – in the long term – will give buyers full confidence in their decision.



¹ Your

² business

³ exits

⁴ checklist

⁵ Use the checklist to see exactly what critical documentation you'll be expected to provide to get your exit in order, and be confident your business is presented in its best light to potential bidders. It's your practical tool for preparing for a high-value business exit with significantly less risk.

The screenshot shows a mobile application interface for a business exit checklist. At the top is a dark blue header with a logo on the left and a hamburger menu on the right. Below the header, the checklist is organized into two main sections: 'Contracts' and 'Corporate'. Each section contains a table of items with their respective requirements and 'Yes/No' checkboxes. The 'Contracts' section includes Customer Agreements (3 requirements), Property Leases (2 requirements), Service Agreements (3 requirements), Software Licenses (2 requirements), and Supplier Agreements (2 requirements). The 'Corporate' section includes Board Meeting Documentation (4 requirements), Business Plan and Strategy (3 requirements), Company Constitution (1 requirement), Corporate Structure (6 requirements), Directors and Officers (4 requirements), Group Structure Chart (2 requirements), Incorporation and Registration Information (3 requirements), and Jurisdictions Operating (5 requirements). At the bottom right of the checklist area are three dots, indicating more items.

Contracts		
Customer Agreements	3 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Property Leases	2 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Service Agreements	3 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Software Licenses	2 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Supplier Agreements	2 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Corporate		
Board Meeting Documentation	4 requirement	<input type="checkbox"/> Yes <input type="checkbox"/> No
Business Plan and Strategy	3 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Company Constitution	1 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Corporate Structure	6 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Directors and Officers	4 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Group Structure Chart	2 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Incorporation and Registration Information	3 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No
Jurisdictions Operating	5 requirements	<input type="checkbox"/> Yes <input type="checkbox"/> No

Start preparing for your exit for free



“Ansarada is an absolute game-changer, particularly for companies that might need a bit more education around the sale process. Just having them be able to assess where they’re at in their preparedness for an exit; it makes our job a lot easier. We can focus on what we need to do to get a great outcome for the client, with full confidence that they have visibility on where they’re at on that journey, so that when we decide to pull the trigger, we’re ready to hit the ground running.”

Alex Jordan, Partner, Deloitte

Bring order to your exit and increase business value

We've been lucky enough to work with thousands of talented and motivated founders, CEOs, advisors, entrepreneurs, and investors. Since 2005, we've accumulated more than a decade's experience on over 35,000+ critical business transactions and learned exactly what good looks like. We know exactly what bidders will be looking at and judging you on.

It can take 3-5 years to set up a business for a successful exit, which is why a long-term strategy should be in place well in advance. The best advice

we can give you in learning how to make a business exit plan is to follow a framework.

Our Business Exits checklist takes all these insights and gives you a clear framework to follow for your raise. But it's only step one.

We've made access to the Ansarada Deals platform for companies completely free, so you can open a free Data Room in minutes and start getting your information in order - with no risk and no cost.

Prepare for free using Deal Workflow – a project management tool that allows you to digitize all your workstreams for complete oversight and control. Use our data gauge to remove any uncertainty before committing to a plan. Simply open a room, start preparing, and view your data usage – all before you sign a contract.

Once you've indicated your intention to use the Data Room for an exit, we'll arm you with your digitized exit workflow template – right alongside your Data Room. We're here to help protect potential – for both you and your business.



5 steps to achieve your best sale outcomes

01

Open your free Data Room
and choose 'M&A: Company
Sale/Exit' as your outcome.

02

Click the Deal Workflow
tab and import your exits
checklist from Excel. Make any
customizations you need.



03

Start populating documents. Invite internal team members to collaborate and assign them tasks or sections to work on. Manage your project and track progress using the Gantt chart view.

04

When your template is populated, move your organized documents seamlessly into the Data Room at the click of a button.

05

Invite your advisors and bidders inside to review your information and execute an efficient, high-value exit.



“Ansarada streamlines the transaction process. The intelligence you can gain from the reporting functions helps us gain an insight into bidders’ mindsets.”

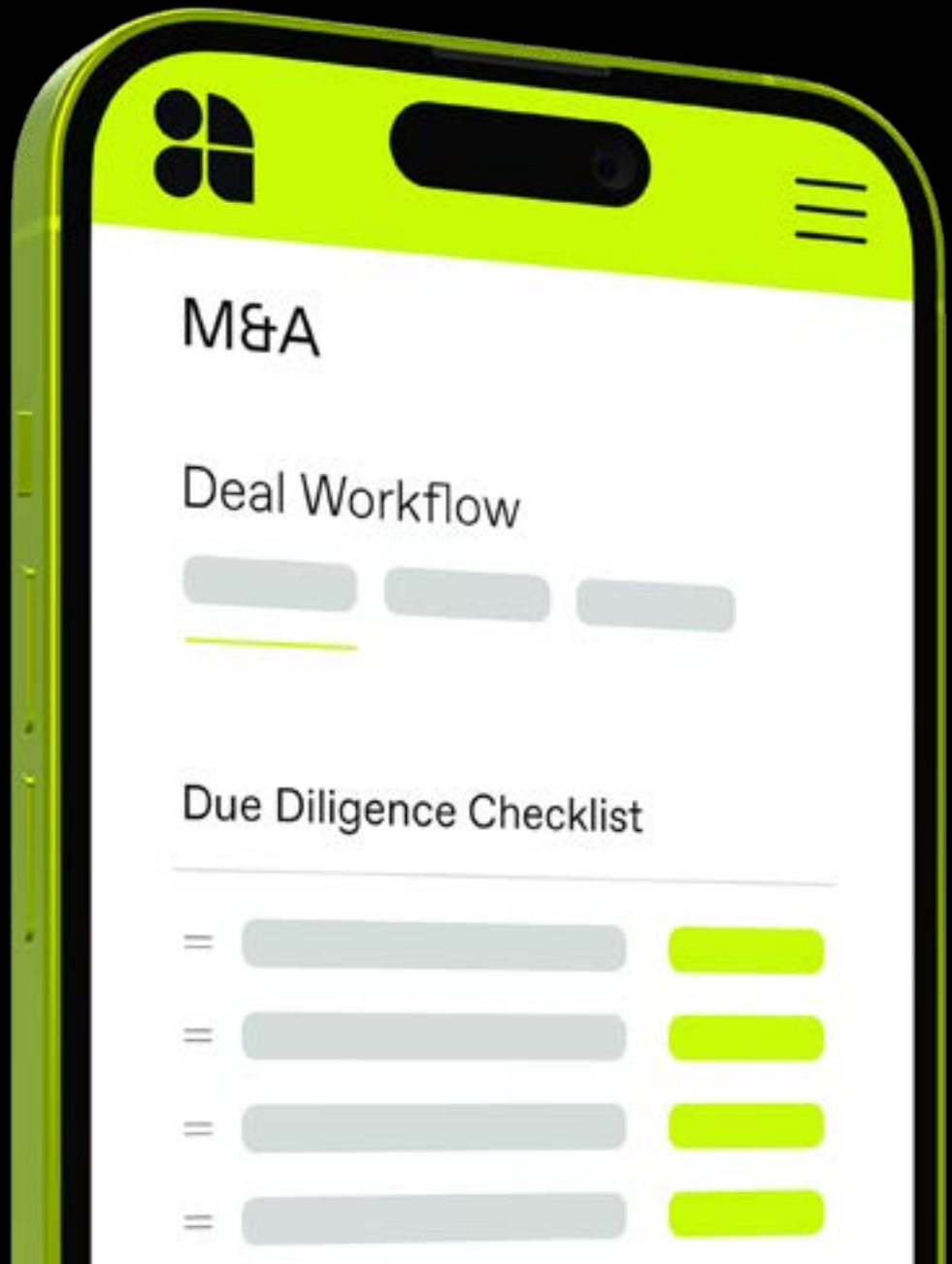
David Williams, founder, Kidder Williams

Use the Data Room trusted by investors

Say no to risky, insecure processes and get your exit in order.

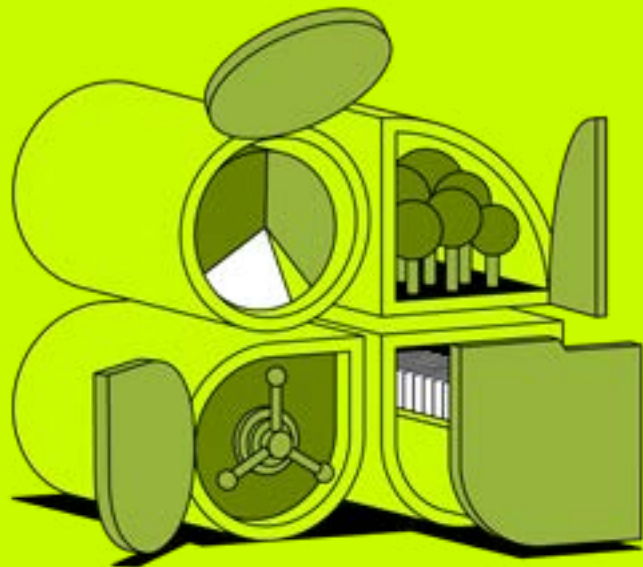
Start preparing today for free using your purpose-built exits checklist alongside your Data Room.

Open my free Data Room



Your deal technology partner, bringing you the competitive advantage.

ansarada.com



1 AI-assisted deal prediction

2 Cloud-based software

3 24/7 localized expert support

4 Advanced redaction

5 Customized Workflow™ for all

6 AI-powered data room organization

7 Advisors prepare for free

8 Digitize your due diligence checklists

9 Integrated Q&A via email

10 Responsive on all devices

11 Get your deals in order with Ansarada

12 Bank-grade security

13 Remotely disable documents

14 ISO 27001 accreditation

15 Control the outcome from the outset