

CCA BUYSIDE ADVISORY

In the fast-moving and technology-rich cleantech / resource efficiency sector, the right acquisition can be a major value driver for a corporate. CCA uses its experience to help guide clients through this process and optimise outcomes. We aim to act as the exclusive financial advisor for our clients in their buyside process, providing the following key services:

- ❑ Profile and proactively search for the appropriate acquisition candidates
- ❑ Screen and prioritize potential acquisition candidates
- ❑ Assess the target's potential for growth, receptiveness to being acquired, the quality of management, the relevant industry structure, client synergy potential
- ❑ Initiate and engage negotiations with the target(s)
- ❑ Setting up meetings between the client and target, and overseeing the information flow, due diligence process, and ongoing dialogue
- ❑ Advise as to valuation by analysing historical operations, present financial condition and future prospects, and utilising appropriate valuation techniques
- ❑ Assist in the due diligence and evaluation of the corporate, technical, operational, sales & marketing, financial, tax and legal issues
- ❑ Assist the client in negotiations and supervise the drafting of all relevant documents, including LoIs, shareholder agreements and share purchase agreements. Project manage any other advisors (lawyers, accountants, others) involved in the project
- ❑ Assistance in closing the acquisition