



CCA SELLSIDE ADVISORY

Selling a business optimally (the Exit) is a key valuation driver for financial / strategic investors in cleantech / resource efficiency companies. 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 sellside process, providing the following key services:

- ❑ Make and assess the company's potential for growth, the quality of management, the relevant industry structure, and the ability of CCA to add strategic value to the client
- ❑ Review, test and enhance the company's business model and equity story
- ❑ Assist in the preparation of any materials, including a business plan, teaser, information memorandum, management presentation, financial information and/or other materials used in the marketing and due diligence process to prospective buyers
- ❑ Recommend the best acquirors to approach and approach agreed acquirors on our client's behalf
- ❑ Advise as to valuation by analysing historical operations, present financial condition and future prospects, and utilising appropriate valuation techniques
- ❑ Set-up meetings between the client and potential acquirors, and oversee the information flow, due diligence process, and ongoing dialogue
- ❑ Assist the client in negotiations and supervise the drafting of all relevant documents, including LOIs and share purchase agreements. Project manage any other advisors (lawyers, accountants, others) involved in the project
- ❑ Provide valuation advice and ensure competitive tension is injected into the process
- ❑ Assistance in closing the sale