

Exit⁺



IN COLLABORATION WITH



BERNSTEIN



If you are looking to sell your privately-owned company, you need to prepare and complete a number of critical steps. As you plot out your strategy, it is beneficial to have an experienced team by your side to help you avoid potential pitfalls, while also extracting the maximum value from the business you have worked so hard to build.

Tailored to the specific needs of entrepreneurs and family-owned businesses, Exit⁺ brings together leading lawyers, M&A advisors, accountants and wealth management professionals to help you develop and implement an effective strategy for selling your business and preparing for life after exit.

Because we understand that the challenges you face will likely require a number of solutions beyond legal advice, Dentons is collaborating with global investment firm AB Bernstein, accountancy and advisory firm PKF O'Connor Davies and M&A firm STS Capital Partners.

We will work closely with you to design and successfully execute each stage of your exit plan.

FREE! Exit⁺ Readiness Assessment

The **Exit⁺ Readiness Assessment** is a free online self-assessment where we ask you to answer a few questions about yourself and your business, including where you are today and what you hope to achieve with your exit. Based on your answers, you will receive a personalized report evaluating your current level of readiness, and providing recommendations on what areas you need to address in order to prepare for a successful sale and maximize your company's value and after-tax proceeds.

Your assessment report is **free of charge** and you are under **no obligation** to purchase any advisory services.

Guiding you through exit and beyond

Once you have reviewed your free assessment report, if there are areas where you need professional advice or assistance, you can count on Exit* for help. We will put together a dedicated, multi-disciplinary team to address your specific needs, including for example:

Pre-Transaction

- Accounting support
- Advice for maximizing exit value
- Business tax advisory and compliance
- Carve outs
- Compliance and control measures
- Family governance / Values-based succession planning
- Financial restructuring or refinancing
- Management succession planning
- Next-Gen investor education
- Personal tax and estate planning
- Philanthropy planning
- Sale readiness
- Wealth strategy creation
- Valuation
- Vendor due diligence

Transaction

- M&A transaction strategy development
- Due diligence support
- Transaction negotiation and deal structuring (commercial/ financial/ tax/ legal)
- Legal support
- M&A sale process execution

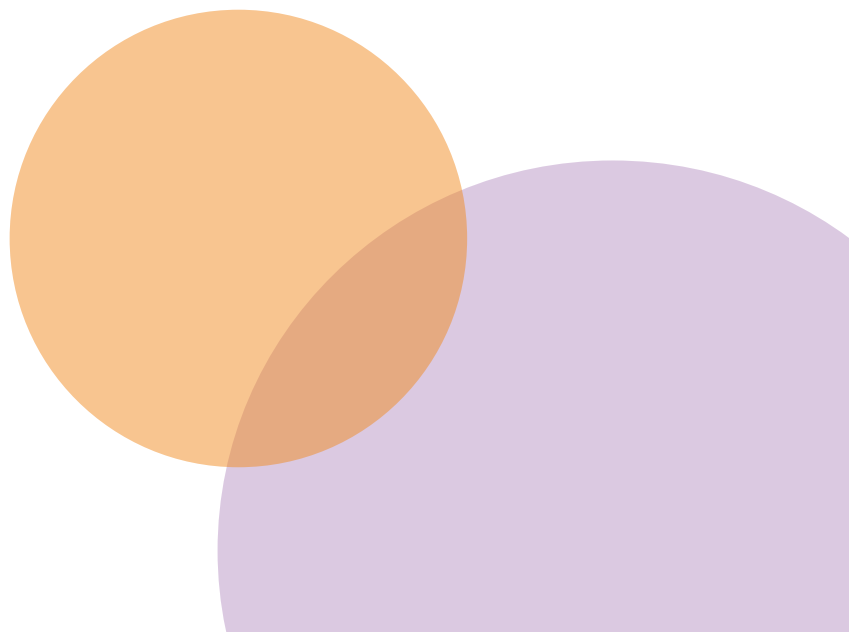
Post-Transaction

- Family office planning and support
- Family office accounting and tax
- Investment planning and implementation
- Next-Gen investor education
- Philanthropy planning

Exit* Navigator

Qualifying companies will also gain access to Exit* Navigator, a “freemium”, value-added program offered exclusively to Exit* clients. Benefits include:

- **Exit* Advisory Board:** a multi-disciplinary team comprised of legal, accounting, wealth management and M&A experts who will act as your sounding board as you evaluate and manage your pre-transaction tax and estate planning, prepare for and execute the sale process and formulate strategies for the management of wealth post-exit.
- **Exit* Roadmap:** your personalised “to-do list” of recommended action steps aimed at increasing your company’s valuation and ensuring the successful sale of your business, as well as preparing you for life after exit.
- **Dentons Intelligence*:** a dedicated team of data analysts with unparalleled research capabilities, including access to intelligence and data sets on millions of companies. Working together with our collaboration partners at STS Capital, this unique combination of human and machine intelligence can help expand your pool of potential acquirers and identify synergies with your shortlisted buyers which may result in a substantially higher sale price.
- **Exit* Knowledge Hub:** access to a myriad of learning resources, including a complimentary registration to the Exit Academy (€997 value), a comprehensive online video training course dedicated to empowering entrepreneurs and family-owned businesses around the world to develop, implement and execute effective strategies when selling their business.



Collaborating to serve your needs

DENTONS is the world's largest law firm. Driven to provide clients a competitive edge, and connected to the communities where our clients want to do business, our lawyers know that understanding local cultures is crucial to successfully completing a deal, resolving a dispute or solving a business challenge. With presence in 206 locations across 81 countries, and formidable multi-jurisdictional capabilities that are unmatched, Dentons' global M&A team builds agile, tailored solutions to meet the needs of entrepreneurial and family businesses of any size. Our team has a proven track record of handling complex, multijurisdictional transactions from the US to Europe, throughout Asia Pacific, Canada to Africa, the Middle East and beyond.

BERNSTEIN is a global investment firm. Fully invested in better outcomes, we serve as our clients' financial confidante, embracing innovation and independent research to address increasingly complex challenges that extend well beyond wealth management. While some money managers look to add value after a business is sold, we deliver proactive support right from the start by drawing on decades of experience in pre- and post-transaction

planning. Connection to our clients, one another, and the communities we serve is what unites us as a global investment and research firm. This cohesiveness fosters collaboration and empowers Bernstein to pursue a common goal—delivering better outcomes.

PKF O'Connor Davies is a member of PKF International, a global network of accountancy and advisory firms in over 150 countries. A global reach with a local identity and service. Member firms remain fully independent yet collaborate closely to deliver a wide array of expertise and experience. PKF provides accounting, administration, tax, valuation and outsourced back office to help clients achieve their business goals and objectives and reporting and regulatory requirements.

STS CAPITAL PARTNERS is a global M&A firm with offices in 26 cities around the world. STS guides entrepreneurial business owners on their journey to achieving extraordinary exits. By engaging the global universe of identified strategic buyers and focusing on creating a competitive bidding environment amongst them, STS clients achieve maximum valuations and optimal deal structures, creating lasting legacies.

CONTACTS



Christopher Rose
Partner
Dentons
D +44 7740 490786
christopher.rose@dentons.com



Shahnaaz Nasser
Director, Exit*
Dentons
D +44 7528 812387
shahnaaz.nasser@dentons.com



Christopher Opie
Managing Director,
Co-Head Global Families
Bernstein Private
Wealth Management
D +1 202 261 6713
christopher.opie@bernstein.com



Eric P. Gelb
Senior Managing Director
Financial Services
PKF O'Connor Davies, LLP
D +1 914 341 7049
egelb@pkfod.com



Mark Carmichael
Managing Director
STS Capital Partners
D +31 6832 21111
mcarmichael@stscapital.com

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