

Mergers & Acquisitions

Acquisitions

- Divestments

Management Buy-ins/Buy-outs

Strategic Alliances and Joint Ventures

What we do

Working with clients we:

- Prepare the business for sale. This involves identifying sources of intrinsic value and implementing measures which, where possible 'lock-in' this value before we begin marketing the opportunity
- Advise each client on the value of their business
- Market the opportunity creatively and effectively. This usually involves:
 - Researching the market for the vendor's products or services
 - Analysing the vendor's business
 - Preparing the Information Memorandum;
 - Targeting potential buyers
 - Accessing global and domestic debt and equity markets in order to show the opportunity to a wide range of potential buyers
- Organise and facilitate the due diligence process:
 - Collect, assemble and organise the relevant information
 - Create and supervise soft copy and hard copy data rooms
 - Control the flow of information between the vendor and the prospective purchaser in order to maintain the integrity of the sale process
- Negotiate the deal for the vendor
- Project manage the sale process from start to finish

Why are we different?

Our approach differs in that we:

- Market the opportunity to a wide range of potential purchasers including:
 - Domestic trade purchasers
 - International trade purchasers
 - Teams considering a management buy-in or buy-out proposal
 - Private equity firms
 - Other professional investors within our network
- Bring the same skills, rigor, enthusiasm and experience to all business sales, regardless of the size of the business we are selling

For most people, the decision to sell a business is a difficult one. For many vendors, the sale price is just one of many factors to be considered during the sale process.

The fate of employees as well relationships with suppliers and customers with whom the vendor has had a long association are often also important considerations.

The expectations of every vendor are different and our team of advisors works hard to achieve the best outcome for each client.

We are flexible when it comes to structuring our fee arrangements for projects involving the disposal of businesses or assets. A large part of our fee is usually payable once the transaction has been completed.

To find out more please contact us on +613 9652 9555 or via email to info@kennedynedham.com.