

A woman with dark hair and glasses, wearing a blue blazer over a light blue shirt, is smiling while looking at a laptop. She is in a modern office setting with other people blurred in the background. The text 'CORPORATE SALES PROCESS' is overlaid in white on the right side of the image.

CORPORATE SALES PROCESS

Table of Contents

Introduction to KINGS	3
Stage One / Preparation & Information Creation	4
Stage Two / Sector Research	5
Stage Three / Sales Collateral	6
Stage Four / Buyer Profiling	7
Stage Five / Confidentiality & Enquirer Assessment	8
Stage Six / Due Diligence & Negotiation	9
Stage Seven / Completion	10
Recently Sold Businesses	12

Introduction to KINGS

Bespoke Services Based on Experience

At Kings, we offer a client focused, confidential and bespoke service that begins with assisting vendors in the optimisation of their business's 'saleability'.

We recognise that the sale of your business is one of the most important transactions that you can ever undertake. Due to this, we offer a professional and stress-free service that handles finding the right buyer, at the right price for you.

We ensure that the process is completed with minimal disruption to your employees and customers, with our bespoke and confidential service.

We have a deep understanding of the processes involved in selling businesses and our reach extends globally across all markets. With our market expertise, a dedicated approach and unique personal focus, we are set apart from the rest.

We are the only UK broker member of the BVCA (British Private Equity & Venture Capital Association).



CLIENT FOCUSED
Approach & Service



CONFIDENTIALITY
Assured for Your Business



BESPOKE
Corporate Sales Process



Stage One

Preparation & Information Creation

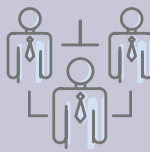
Following your initial meeting with one of our Associate Directors we will keep in regular contact with you. Initially we will want to understand your personal objectives for your business sale as well as gaining a general overview of your business. We will also want to build a picture of the key qualities and Unique Selling Points of your business.

You will then be contacted by a Corporate Deal Executive who will welcome you to Kings Corporate and ask for any additional information we may need, such as business history, staff lists, or financials. We will also arrange a date, convenient for you, for a professional photographer to visit your business and use the photos to assist with the sale of your business.

Our Unique Selling Points



Bespoke corporate sales approach, aimed at maximising your sale price



We seek to understand your business to target the right buyers



Industry leading buyer intelligence with international reach and dedicated research team



Innovative approach to business sales, driven by key sale feedback management information



Track record of achieving market-leading multiples



Confidential approach suited to your personal requirements



Stage Two Sector Research

Our in-house research team will begin to check our contact lists and compile an A, B and C List. These lists represent qualified buyers who we believe are in a position to acquire your business. All contacts on the list are active buyers with Kings Corporate.

The 'A' list features corporate buyers who are regularly investing in new opportunities.

The 'B' list represents experienced operators who have been looking to expand their current portfolio.

The 'C' list contains first-time buyers looking for new business ventures in your sector.

The research team compile these lists by undertaking a detailed market analysis and identifying any similar trends within a buyer's activity. This research will assist our Marketing team when creating their bespoke campaign.

A List

CORPORATE BUYERS

Investing in new opportunities in your sector

B List

EXPERIENCED OPERATORS

Looking to expand their current portfolio

C List

FIRST TIME BUYERS

New business ventures in your sector





Stage Three

Sales Collateral

After the research process has taken place, our Marketing team will use all gathered information to produce an Information Memorandum (IM) Pack for potential buyers. The pack will contain organised information about the opportunity to purchase your company, including the business model, markets, location and detailed financials.

Before a potential buyer views the IM Pack, they will have to sign a Non-Disclosure Agreement due to the privacy of the sale.

We will also create a dedicated email campaign which will contain selected information about your business in order to attract relevant buyers.

Any marketing content we create will be sent to you for review and approval.

Creation of the IM

- ✧ Executive Summary
- ✧ Financial Modeling
- ✧ In-depth Sales Details
- ✧ Competitor Analysis
- ✧ Professional Photographs
- ✧ Bespoke Design

Stages of the Process

- ✧ Researched Buyer List for Client Approach
- ✧ Targeted Approach to Preferred Buyers
- ✧ Teaser Document Confidential Process with Signed NDA's
- ✧ Regular updates from your Negotiator throughout IM/Buyer Process
- ✧ Managed Buyer Process



Stage Four Buyer Profiling

After you have approved all marketing material, we will send information to our pre-selected list of potential buyers, collated by our in-house specialist research team.



We will discuss your preferred buyer types (experienced, corporate etc.) with you and begin to narrow our selection down with your input. Due to our extensive reach with buyers across the globe, you will have a large pool of potential buyers to choose from.

Once we have the best buyers possible, Non-Disclosure Agreements will be signed and, with your approval, confidential marketing material will be sent to the potential buyers.



Stage Five

Confidentiality & Enquirer Assessment

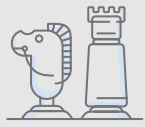
When IM packs have been sent out to the approved list of potential buyers, a representative from Kings Corporate will begin to contact the buyers to get their feedback on the opportunity.

Any interest expressed from buyers will be referred to you for your review. We will also send you an overview of any interested enquirers in order for you to decide if they meet your buyer requirements.

It is highly likely that we will have multiple interested parties for your business and so it is of the utmost importance that we maintain communication with you to keep you updated.

Once you approve a potential buyer, we will arrange a viewing that is convenient for both parties and, from there, we will set a deadline for expression of interest and bids to be placed.





Stage Six

Due Diligence & Negotiation

Whilst your business is on the market, we will often refresh the marketing campaign and update it with new information.

Once you have chosen a preferred buyer, we seek to agree “Heads of Terms”. This forms the beginning of the process in which yourself and the buyer instruct your respective solicitors to undertake the required legal, financial and commercial work to complete the sale.

During this time, we will continue to support you by helping establish a **completion timetable**. The timetable will identify key actions that need to be finalised for the deal to be completed successfully. Your dedicated Negotiator will work with you to ensure that your desired timescale is met and will be on hand to assist you with any queries you may have.

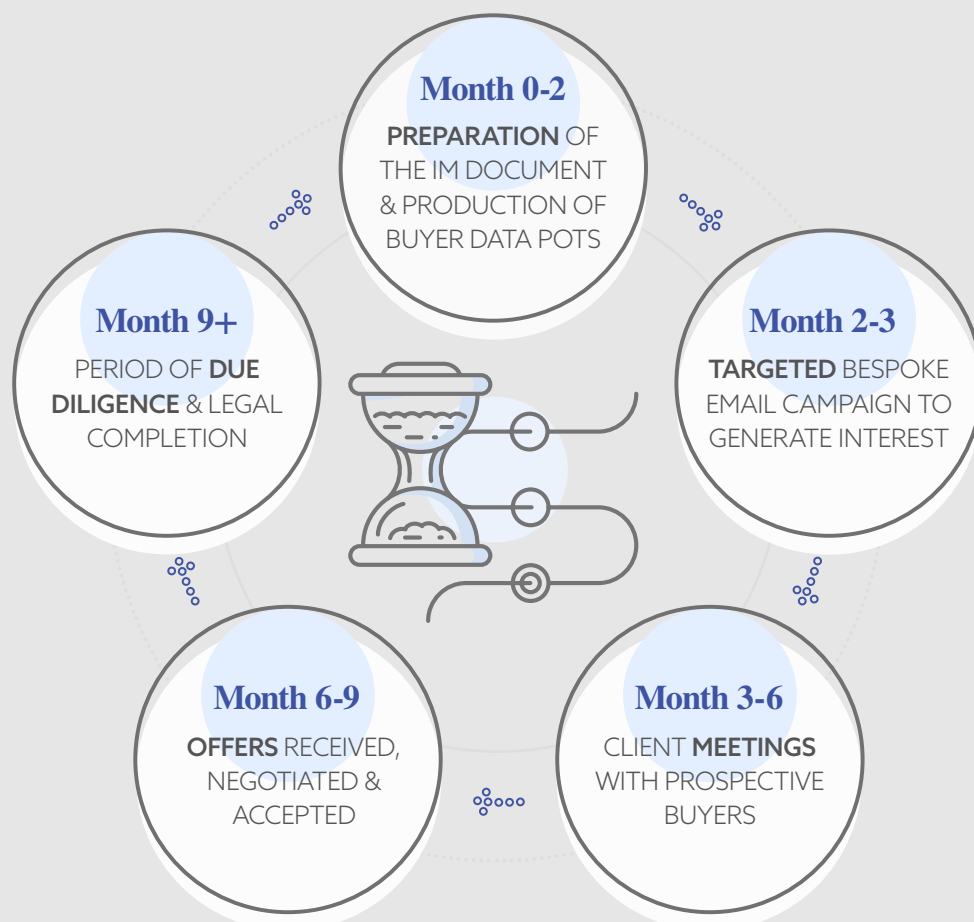




Stage Seven Completion

Once the offer is accepted, we keep an eye on proceedings and advise you from offer through to completion. We can help with ironing out any issues which may arise during due diligence and can recommend an experienced Solicitor who is a specialist in the field of buying and selling businesses.

As each business sale is different, it is very difficult to give precise timescales. However, an **average corporate sales process generally follows the timeline below:**





BUSINESS BROKERS YOU CAN TRUST

With many years' experience in delivering highly confidential sales for SME and Corporate businesses across the UK, Kings Corporate represents the ideal opportunity to ensure a smooth transition of ownership.

Excellent Professional Service

“ A Negotiator walked me through the whole process of selling my business for a period of 12 months. I knew nothing whatsoever of this process, it was a whole new thing to me but the Negotiator had a warm genuine aura about him, along with being knowledgeable, experienced & most professional in the execution of his duties. ”

Really on the Ball

“ My negotiator was really on the ball and worked hard to bring the sale of my business to a close very quickly after months of negotiations. I would recommend working with the team at Kings Corporate. ”

Speedy Sale with Good Advice

“ We recently sold our business with Kings Corporate and were very satisfied with the speed at which our business was marketed and a buyer found. They made sensible recommendations about pricing, and our Negotiator kept us up to date throughout the entire process. We are pleased to say the sale was finalised yesterday. Everything went smoothly and very quickly, with the business going to market in October and completing in February. ”

Recently Sold Businesses

Experience is Key

Whether you are looking to invest, expand or sell your business, our dedicated team of brokers can guide you through the sale with their corporate sales expertise.

Francis Bradshaw Consulting Ltd

- ⌘ Sold to a Corporate Buyer

Forerunner Personal Catering Ltd

- ⌘ Sold to Canonbury Group

Fan Balance & Gas Services Ltd

- ⌘ Sold to Maine Stand Investments

Warwick Steel Structures

- ⌘ Sold to a Corporate Buyer

Ceejay Construction Ltd

- ⌘ Sold to Edison Alchemy Ltd



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ⓧ @Kings_BT

in Kings

www.kingscorporate.co.uk

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