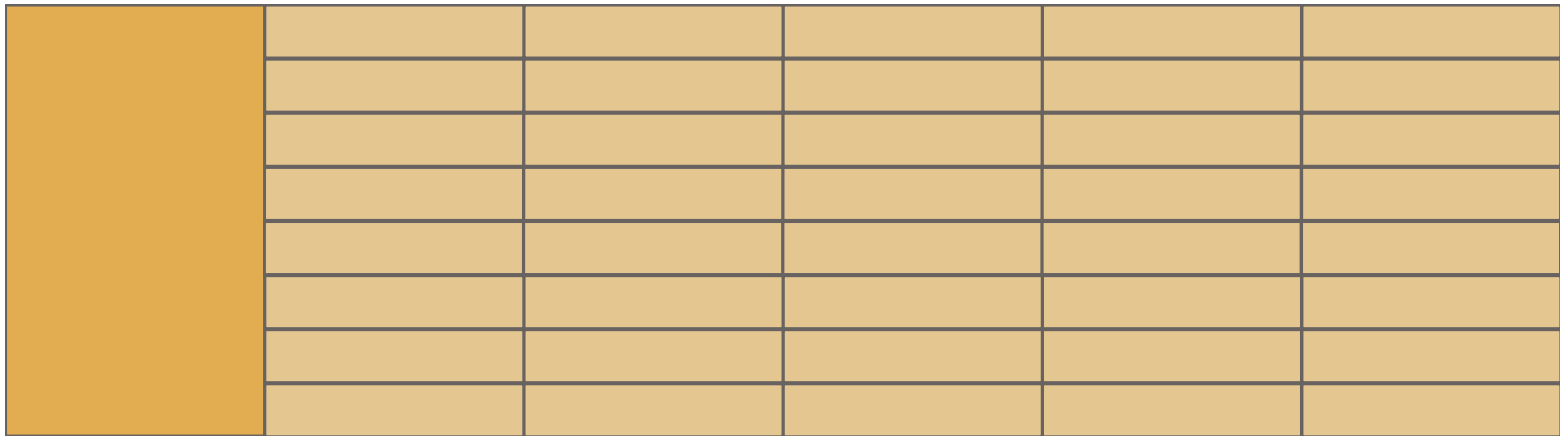


EXIT PROCESS TIMELINE OVERVIEW

Flexible Month 1 Month 2 Month 3 Month 4 Month 5

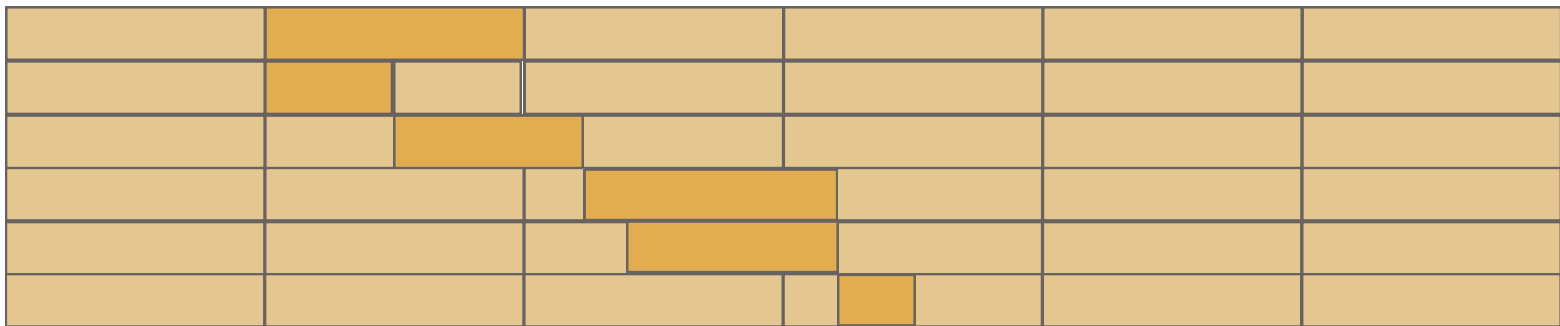
Pre-Exit Planning + Positioning

- Determine Current Value
- Research Multiple Arbitrage Opportunities
- Re-position for Highest Multiple
- Acquisition Arbitrage for Higher Multiple
- Conduct Internal Due Diligence + Patch Holes
- Research + Prep Buyer List + Initial Data Room
- Prepare 1-Sheet, Confidential Info Memo (CIM)
- Prepare Management Presentation (MP)



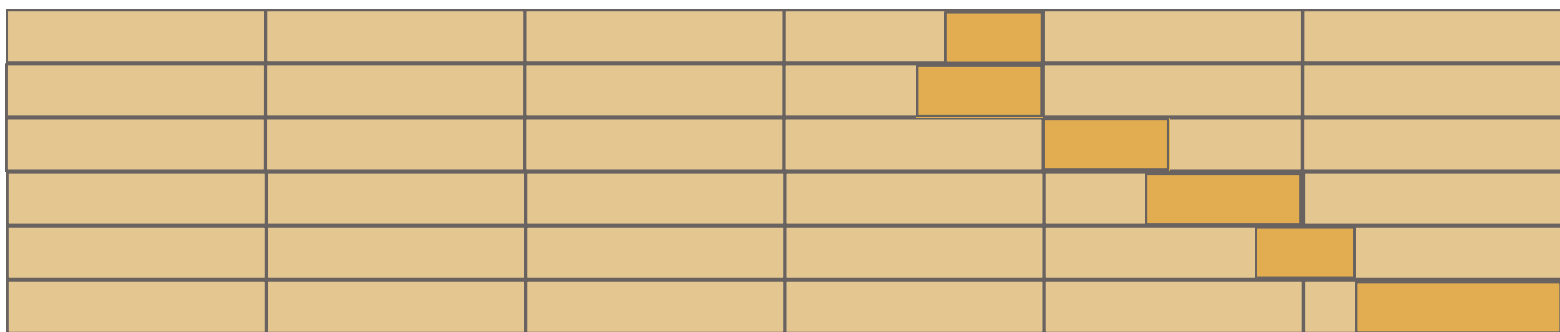
Marketing: 1st Round Bids

- Buyer Outreach With One-Sheet
- Conduct Dry-Runs of MP with Management
- Secure NDAs From Desirable Buyers
- Distribute CIM to Desirable IOI Buyers
- Buyer Indications of Interest (IOI) 1st Round Bids
- Select Bidders For Management Presentation



Select Buyer: 2nd Round Bids

- Deliver Bid Packages + Grant Data Room Access
- Pre-Bid Due Diligence / Contact Markup.
- Deliver MP to Selected Bidders
- Receive Final Bids (2nd Round Bids)
- Negotiations + Select Winning Bidder
- Confirmatory Due Diligence



Close the Sale

- Finalize Contract
- Secure All Necessary 3rd Party Approvals
- Sign/Close

