

CORPORATE PARTNERS *international* Inc.

Diamonds in the Rough

Canadian Innovators Forum

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Successful Exit Strategies

- Treat your business as a product!
- There are only three things Buyers want ...
 - Intellectual property
 - Market position
 - Sales revenue

... Recognize where you fit!
- A scheduled pay-out may be required
- Timing is everything

Planning for Success

- Advance planning pays off
- Develop realistic expectations about
 - The true value of your business
 - What they thought they bought
 - What will your personal role be after sale
- Recognize that the “day after” will be different for you
- Recognize that there will be a new corporate culture

The Buyer's CFO's View

- Governance and compliance?
- Internal process & procedures?
- Valuation twists and turns?
- Vendor & banking relationships?
- Is the effort worth the return?

The Value of Human Assets

- Holding your team together
- Key employee considerations
- Communication
- Documentation
- Recognition
- Your future plan?

Why M&A Fails: Cultural Integration

The structure of the deal will determine your level of participation in integration

- Educate the Buyer
- Help the Cultural Due Diligence
- Assist with Integration
- Invest in Implementation

Some Lessons from Experience

- What has worked and why?
- What has not worked and why?
- Where will you be in 5 years?
- Current trends?
- Your quickest path to increased value?