

# ACCELERATED MANUFACTURING BROKERS

## BUYER PROCESS



ACCELERATED  
MFG. BROKERS  
THE MANUFACTURING M&A EXPERTS



### 1 THE NDA

We don't provide information about our client companies without an NDA in place. If you call our office asking for "just a few quick questions," you'll be asked to fill out an NDA. This is a contractual obligation to our clients, which we take very seriously.

### 2

#### REVIEW THE PITCHBOOK

Once we've accepted your NDA, we'll provide you with the pitchbook on the target business. It's designed to answer the logical questions most buyers will have, but it doesn't disclose our client's name.

### 3

#### PROFESSIONAL & FINANCIAL QUALIFICATION

If you wish to move beyond this point, we have a contractual obligation to vet both on a professional and financial level. We don't want to waste our client's time.

### 4

#### ACCESS TO THE DATA-ROOM & COMPANY FINANCIALS

Once you're through the vetting process, you'll be given access to our data room. In it, you can expect to find three years of financial statements, tax returns, employee census, and an equipment list.

### 5

#### CALL WITH THE BROKER

Only at this stage will we schedule a call with the broker. Over the course of many years, we've found that a call prior to exposure to our data room is unproductive.

### 6

#### FOLLOW-UP Q&A IF NEEDED

Often questions come up during the broker call that requires further documentation. We endeavor to provide an appropriate level of information prior to a client call to make it as productive as possible.

### 7

#### CONFERENCE CALL WITH THE SELLER

We find this to be an essential step preceding a facility visit. This one-hour call allows you to get a flavor of the company and the Seller's personality, and they yours.

### 8

#### FACILITY TOUR

Provided the conference call goes well, we'll schedule a facility tour. We find that doing the Seller call first breaks the ice, and the parties are more comfortable during a visit.

### 9

#### POST-VISIT Q&A

Visits often lead to more questions. Our approach to M&A is to provide as much information as possible to ensure that when an LOI is submitted, there's a high likelihood that the deal will close.

### 10

#### LOI SUBMISSION

Often we're asked to review an LOI before submission to the client, especially when there is competition for the acquisition. We'll gladly provide guidance, especially if we know an item is a deal-breaker.

### 11

#### DUE DILIGENCE

Once the LOI is executed, you'll be granted access to other folders within our data room. We've developed a proprietary due diligence tracker into which we'll incorporate most of your specific questions. You'll be required to submit your purchase and sale agreement toward the end of due diligence.

### 12

#### CLOSING

During this process, there will be a roller coaster of emotions on the part of both the Seller and you, the Buyer. We'll help you manage it by getting the data needed to become comfortable with the purchase. If you buy a manufacturing business through us, you've got a friend in the industry. We'll remain in touch and cheer on your success.

## THE BAKER'S DOZEN

### Here's bonus #13 on our process

We're not fans of a controlled process. Controlled "Auction" processes push people with artificial deadlines. People submit LOIs when they're not even sure they want to proceed...and most times, they don't because they didn't know enough about the target

company to make an intelligent acquisition decision. We'd rather facilitate a deep understanding and establishment of a quality, long-term relationship. This is why we close 97-98% of the manufacturing companies we list.

We hope this helps you understand our sale process. It's different from many M&A firms, but it's designed to protect clients, not waste everyone's time and get both sides to the finish line with their relationship intact so they can work together through transition.



ACCELERATED  
MFG. BROKERS  
THE MANUFACTURING M&A EXPERTS



ACCELERATED MANUFACTURING BROKERS, INC.  
908-387-1000



75 FRONTAGE RD  
ASBURY, NJ 08802