

## Divestitures

### Scope:

- Advance Preparations
- Advisor for Divestiture Transactions, from Objectives to Closing
- Recruiting People to prepare the team mix, as Owners move towards retirement

### Full Range of Services:

- Strategic assistance with developing Divestiture Strategies and Succession Plans
- Valuations, Tax Considerations, Corporate Restructuring
- Financial Forecast Modeling, including extensive “what if” scenarios
- Business Analysis & Due Diligence
- Discreetly Sourcing suitable Acquiring Prospects, from a wide range of sectors
- Structuring and Negotiating Deals with Creative Input
- Assistance with Management Buyouts & Financing, as required
- Liaison and Direction of Audit, Tax and Legal representatives

### Corplan Experience with Divestiture Transactions & Preparations:

- Corplan is currently the transaction advisor for the owner in the management buy-out for a mid-size wholesale distributor of instrumentation and automation products.
- Corplan is currently the divestiture advisor for a mid-size multi-trade commercial maintenance and service company.
- Corplan was the advisor for the divestiture of a division of a mid-size public energy services company.
- Corplan is currently the transaction and financing advisor for the management buy-out of a national building maintenance company.
- Corplan was the transaction advisor for the divestiture of a mid-size technical consulting firm to the management, including the financing.
- Corplan did valuation work, set up an ESOP and recruited a COO to help an Owner of a mid size contracting company prepare for his eventual retirement.
- Brian Hamilton led the successful Divestiture of a Cable TV company in BC.
- Brian Hamilton also has seven years Private Equity experience with Transactions.

### The Corplan Advantage:

- **Extensive Database:** Corplan has database access to 81 million companies worldwide – with 40 different search criteria to discreetly and selectively pinpoint the best buyers for your company.
- **Operating Experience:** The track record of Brian Hamilton includes 8 years as the #2 leader for CSI Wireless, helping guide them from a start-up to a \$150 million public company. CSI is an international engineering, manufacturing and distribution company with its #1 global market brand product sold in over 50 countries.
- **People Skills:** The people skills of Corplan Advisors are a major advantage for assessing the fit of leaders, Board members and company cultures; recruiting people to re-establish the perfect team mix with retiring Owners; establishing relationships with prospective Buyers; negotiations and helping get the deal done!
- **Creativity:** Generate ideas, strategies, tactics & other solutions to get the job done.
- **Concentrated Effort:** Allows the Owners to keep focused on the business, as Corplan puts themselves in the shoes of the Owners to get the deal done.
- **Independent Advisor:** Complete Confidentiality, using a very Discreet Process.
- **Maximize Value:** Assist you with the Process to Maximize Value & Get it Done!