

Eight Ways **Lancaster Pollard** Can Add Value to Your **Sell-Side** M&A Process

1

SALE PREPARATION

A thorough due diligence process facilitates the preparation of critical documents



2

FACILITY ANALYSIS & PROJECTIONS

Upfront rigorous financial analysis and extensive experience preparing realistic proforma financials provides reasonable valuation range



3

ASSET POSITIONING

High quality confidential information memorandum (CIM) and other marketing materials, allowing for superior positioning of the asset



Operations expertise, allowing for better explanation of the current state and future potential of the asset and the facilitation of a detailed Q&A with potential buyers

4

CONFIDENTIALITY

Close relations with full buyer universe, allowing for targeted buyer lists and ability to limit site visits to best buyers with highest certainty of close



5

COMPETITIVE SALES PROCESS

Strong relationships with buyers nationwide due to banker knowledge of local markets, allowing for unmatched market coverage depth



6

INDUSTRY FOCUS

Financing expertise and industry focus creates ability to evaluate financing options and to pair operators or other consultants with capital providers



Agency expertise can drive speed of execution for transfer of physical assets (TPA) process

7

EXPERIENCED M&A NEGOTIATOR

Dedicated M&A team solely focused on execution, quarterbacks the entire process, from engagement to closing



8

ATTENTION TO DETAIL AT EVERY STAGE

M&A team that relies on experience to provide high caliber deal judgement at critical junctures, optimizing outcomes regarding both price and terms

