

OFFER ANALYSIS AND LOI REVIEW

Private equity groups and strategic/corporate acquirers have become increasingly active in contacting sellers more directly. Large stockpiles of investable cash and targeted add-on acquisition strategies are motivating acquirers to reach out directly in attempts to strike a deal without the constraints placed on them by a formal, competitive process initiated and directed by the seller and his or her advisory team.

The owners of attractive companies often receive multiple calls or emails each week from suitors touting strong valuations, an easy path to closing, and a partnership approach that will make the entire process a breeze.

When contemplating the sale of the company which you may have spent your professional lifetime building, an unsolicited offer from a deep-pocket acquirer may be enticing. But as with all complex business transactions, the details matter. Even in the absence of an overall sale process, and assuming you are comfortable with the suitor and the proposed purchase price, the presence of a skilled M&A advisor at your side can make all the difference.

► **CRI Capital Advisors' experienced investment banking professionals can provide Offer Analysis and Letter of Intent (LOI) review through which we carefully inspect 23 elements of an offer and letter of intent that encompass areas like:**

- Validation of purchase price and transaction structure achieved through CRI's Market Value Assessment (MVA)
- Identification of potential risks embedded within or omitted from critical terms and conditions proposed by the acquirer
- Examination of the process proposed by the acquirer, including timeline, contingencies, and funding capabilities and mechanics
- Evaluation of intangible aspects including strategic alignment, relative assurance of receiving full pay-out, legacy preservation, and post-closing treatment of employees
- Recommendation for potential revisions or counter-proposal to the offer/LOI

The Offer Analysis and LOI review services provided by CRI Capital Advisors enable you to confidently proceed toward one of the most consequential business decisions you may ever make.