BUSINESS GROWTH THROUGH ACQUISITION



Memo prepared by Investor Business Brokers Ltd

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A Strategic Acquisition will Increase shareholder value

- ❖ Build market share
- Enter new geographic markets
- Probe new markets by making strategic acquisitions

- ❖ Acquiring a superior distribution system
- Acquiring a unique production capability
- ❖ Functional skill transfer

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Business Growth Through Acquisition

All industries are consolidating not only nationally but also a global basis.

What matters
in the long run is
not the price you
pay but the
inherent strengths
of the business

Consolidation
through aggressive
acquisitions can
create a strong and
enduring
advantage.

Better to overpay in an acquire a star.

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Services that our office provides

- ➤ Location of acquisition candidates
- > Valuation Opinions
- Packaging the Product
- Negotiating the transaction



Business Broker

- Identifying the ideal candidate
- Working up a candidate profile
- > Lay out best results approach
- > Locate and evaluate prospects

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