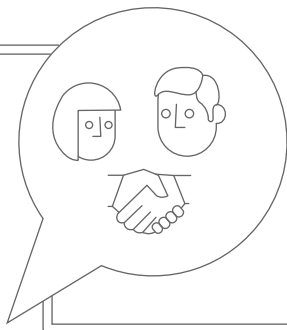


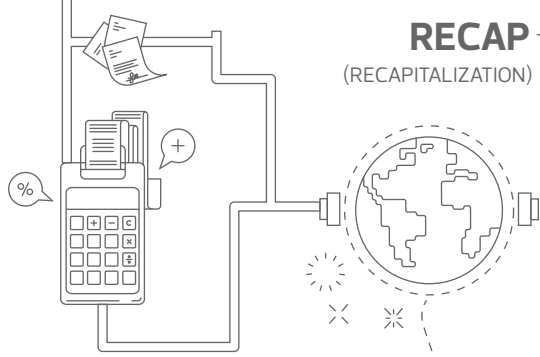
RECAP BY SELLING PART OF THE COMPANY



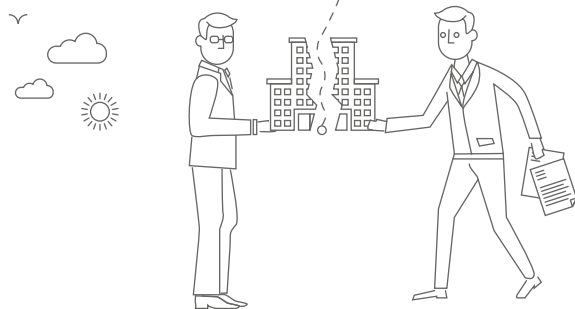
WHEN LOOKING FOR AN INVESTOR, DON'T FORGET ABOUT MUTUAL UNDERSTANDING – TREAT THE INVESTOR AS YOUR PARTNER IN BUSINESS

RECAP (RECAPITALIZATION)

- ✓ THE RIGHT INVESTOR WILL ENSURE DEVELOPMENT OPPORTUNITIES
- ✓ WILL HELP MITIGATE PERSONAL RISK AND SAVE PRIVATE ASSETS
- ✓ WILL ENSURE FUNDS FOR FURTHER BUSINESS OPERATIONS AND DEVELOPMENT
- ✓ CAN BE OF HELP IF THERE IS A DISPUTE BETWEEN THE OWNERS, IF ONE OF THEM WANTS TO LEAVE AND THE OTHER CAN'T AFFORD THE BUYOUT



IT'S NOT ALWAYS THE CASE THAT THE OWNER WANTS TO SELL THE ENTIRE BUSINESS



THE RELIEF OF ASSETS DIVERSIFICATION

SELLING PART OF THE ENTERPRISE TO THE RIGHT INVESTOR WILL IMPROVE FINANCIAL LIQUIDITY AND MITIGATE RISK

REASONS FOR SELLING THE BUSINESS

- THE OWNER CEASES PROFESSIONAL ACTIVITY AND HAS NO SUCCESSOR
- THE OWNER WISHES TO ENGAGE IN ANOTHER BUSINESS
- THE OWNER WANTS TO GET A GOOD PRICE FOR A SUCCESSFUL COMPANY
- THE COMPANY IS IN DIRE STRAITS

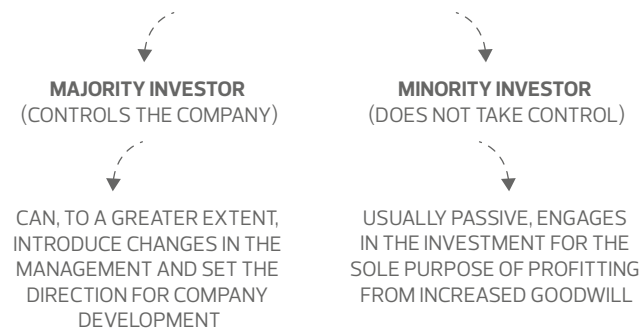
THE BUSINESS IS GROWING (BUT WE CAN'T AFFORD IT)

HOW CAN THE OWNER FINANCE THE INVESTMENT?

- OWN AND PRIVATE FUNDS
- EXTERNAL DEBT (E.G. A BANK LOAN)
- INVESTOR

INVESTOR – A NECESSARY EVIL?

TWO TYPES OF INVESTORS



WANT TO KNOW MORE?
CONTACT OUR EXPERT

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