

INTRODUCTION TO OUR SERVICES FOR SELLERS.

Helping business owners obtain the best possible exit.







ABOUT OUR COMPANY

5
group companies

8
years in business

20 team members

The Forster Chase Group supports clients in the development and delivery of their strategy at various stages in their business lifecycle. We are M&A business advisors, strategic advisers and strategy implementors with a difference.

As a group we believe that in life it's not what you know but who you know. As a result we have spent a considerable amount of time and effort to get to know high net worth investors, developers and buyers in order to ensure that our clients get the best possible outcome for the sale of their business.

Selling your business is likely to be one of the biggest decisions in your life. In the same way you wouldn't trust a tyre specialist to sell your car, why would you trust an estate agent to sell your business? With Forster Chase we understand business and we understand and know investors and buyers because we have bought and sold businesses for ourselves.

SECTOR SPECIALISTS

Our senior partners have extensive experience working with the following sectors:



PROFESSIONAL SERVICES

- Solicitors
- Accountants/IFAs
- Recruitment/Exec Search
- Wealth Managers
- Asset Managers
- Trust & Corporate
 Services



RETAIL AND HOSPITALITY

- Retail shops
- E-commerce
- Pubs, bars, clubs
- Restaurants
- Takeaways & dark kitchens
- Hotels & Self-catering



TECHNOLOGY & MANUFACTURING

- Software & Technology
- Smart Manufacturing
- Healthcare/Bio/Pharma
- Logistics & Warehousing, Fulfillment
- Consumer Products





HOW WE OPERATE

Our strong relationships with buyers and investors and thorough research and advisory process ensures the best possible outcome for business owners looking to exit their businesses.

STRATEGY

01

Development of sales strategy and identification of key target sectors and buyers; assisting with positioning and valuation

TARGETS

Approaching existing well-known friendly investors and buyers, identification of likely targets and contact.

02

Collation of all materials and creation of an Information Memorandum, Teaser and

03

supporting data room. Assisting with Financial Projections.

PREPARATION

04

Facilitating meetings and the exchange of information.

INTRODUCTIONS & INFO EXCHANGE

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SALE PROCESS MANAGEMENT

Managing the sales process, including expressions of interest offer submissions and balancing expectations from all parties.

DUE DILIGENCE

Assisting the client in preparing all necessary information for the due diligence process and assisting with answering queries

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Leading the negotiation of all offer terms and heads of agreement including warranties, exclusions, noncompete, earn-outs, guarantees, etc

OFFER & TERMS NEGOTIATION

Assisting in finalising the Sale and Purchase Agreement and facilitating the completion of the deal.

SPA & COMPLETION

CONTACT

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