

Robbinex[®] has assisted owners of mid-sized companies with business transitions since 1974.

The Robbinex[®] COSATA[®] Process was developed and ISO 9001-2015 registered to help business owners understand and analyze alternatives to selling and facilitate in executing the most appropriate one.

We have completed more than 1,000 assignments relating to M&A, valuations, next generation transfers, partnership resolutions, refinancing and other consulting activities.

Exclusive Canadian member of M&A Worldwide (a leading mid-market M&A network with offices in over 30 countries) and members of several M&A organizations including IBBA, M&A Source, AM&AA in North America, with access to "feet on the ground" in most major cities.

Robbinex[®] has over 45 years of "Experience creating opportunities."[®]

Our Mission Statement:

To assist clients, who are considering transition, to make...

...the **right** decision

...at the **right** time

...for the **right** reasons™

By providing experience-based knowledge.



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Buyer & Seller Qualification Programs

Potential business buyers will appreciate the specialized expertise that the Robbinex team employs in securing viable business opportunities for qualified buyers.

If you have the money, management skills and motivation to purchase a business... now is the time to discover what opportunities are available.

Experience Counts

Sorting out all the legal, financial and business issues that surround business ownership can be an overwhelming task, and also a time-consuming and expensive one.

The Robbinex[®] VDR expedites the due diligence process. It meets the highest standards of internet security. No one has access to the information without our permission. We can track each visitor, the files accessed and what was printed. A virtual data room greatly reduces the amount of time required to complete due diligence.

Robbinex[®] Seller Qualification Program

Our Three-Phase Process ensures buyers that the seller:

- is ready to sell;
- has realistic expectations as to the worth of the enterprise;
- has made a significant financial commitment to sell the business; and
- the business has gone through preliminary “due diligence.”

This same assurance is offered to the sellers of Robbinex-facilitated transactions. Sellers want to be assured that potential buyers are both qualified and seriously interested.

Robbinex[®] works to protect the interests of both parties. It is for this reason that they also offer a Buyer Qualification Program.

Robbinex[®] Buyer Qualification Program

All prospective buyers must complete an ACE (Acquisition Criteria Enrolment Form) and sign a Confidentiality Agreement as well as meet our 3M requirement (do they have the money, management skills and motivation to purchase the business) The buyer must have the financial resources to purchase a business, as well as the ability to make it a profitable and rewarding venture.

The Confidentiality Agreement clearly sets out the rules of engagement for both the buyer and seller. This agreement also provides protection for the seller, the business itself, and, of course, the successful buyer.

We implement a No Asking Price Program (NAPP[™]). Qualified buyers understand that the value of a business is more than just dollars and cents. Setting an asking price sets the structure. This restricts the buyer’s flexibility and creativity in putting together a transaction that is best for both parties.

The value of a business is determined by a wide number of factors including:

- Taxation and cash flows
- Earn-outs and royalty programs
- Leases vs real estate ownership
- Asset vs share (stock) sale
- On/Off balance sheet considerations
- Non-compete agreements, and/or management/employment consulting contracts
- Synergistic considerations