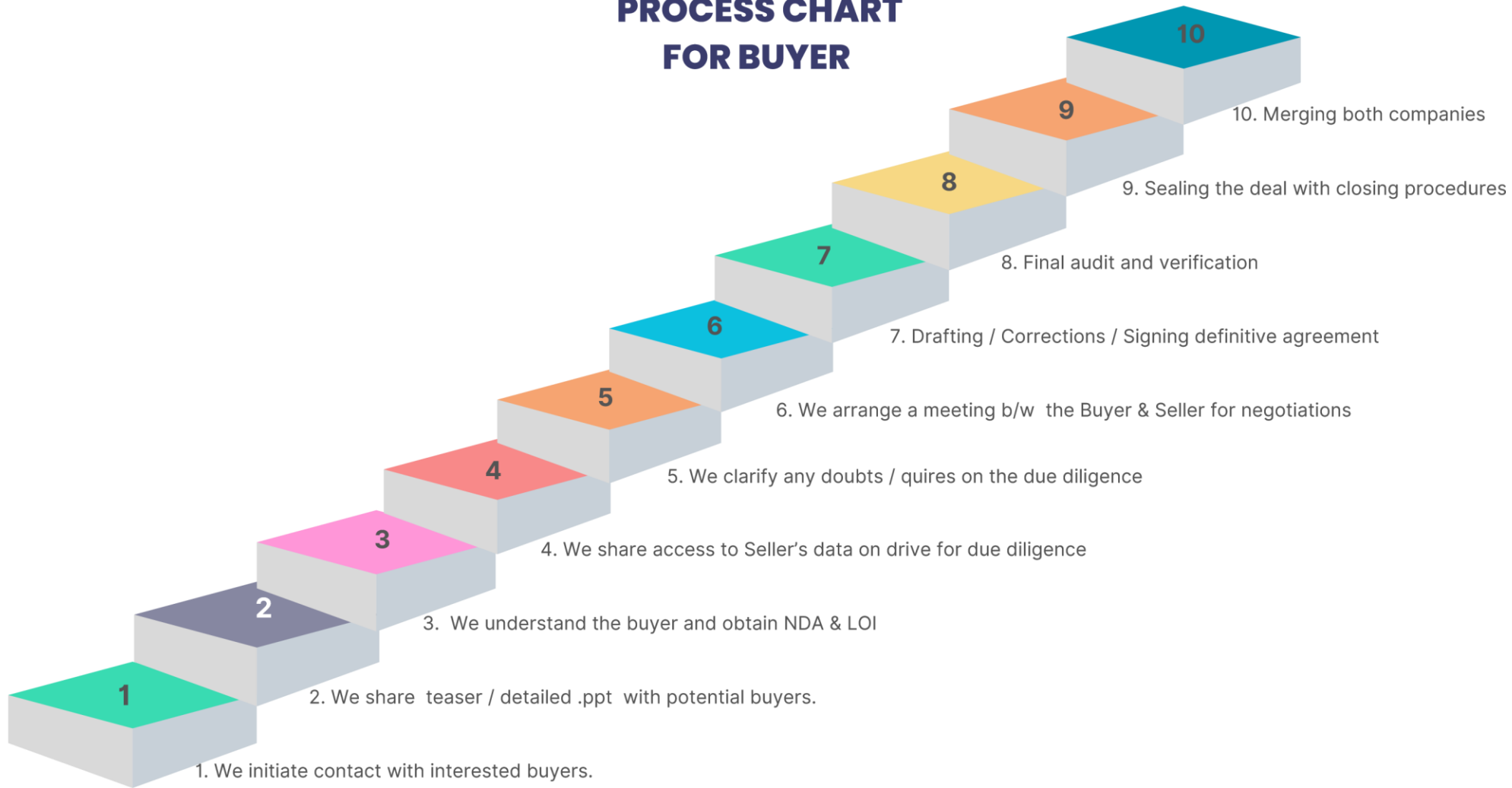




PROCESS CHART FOR BUYER





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1. **We initiate contact with interested buyers:** We understand the need of the buyer and ensure that the target company is the right fit as per their need.
2. **We share teaser / detailed .ppt with potential buyers:** Our teaser is a basic information and the .ppt is a detailed information w/o the target company's name
3. **We understand the buyer and obtain NDA & LOI:** We analyze the buyer's potential & synergy and once convinced we ask for an NDA from the buyer so as to share confidential document. An LOI is required for the approval from the seller for going ahead.
4. **We share access to Seller's data on drive for due diligence:** While obtaining the seller mandate, we collect all the necessary documents and information and keep it safely on our drive. We give access to the drive so that a thorough due diligence can be done by the buyer.
5. **We clarify any doubts / quires on the due diligence:** As we have studied the company thoroughly, we are in position to clarify and reply whatever doubts / quires raised during due diligence.
6. **We arrange a meeting b/w the Buyer & Seller for negotiations:** Post due diligence we arrange a physical meeting b/w the seller & buyer for price negotiations and finalizing terms of the deal.

7. **Drafting / Corrections / Signing definitive agreement:** We prepare initial draft of the definitive agreement considering agreed terms, share the same with buyer and seller for their approval, once approved by both the parties we get the same signed by the respective parties.
8. **Final audit and verification :** Post signing of definitive agreement the buyer will conduct a detailed audit to ensure and verify the information and fact provided during due diligence.
9. **Sealing the deal with closing procedures:** Based on the deal structure as mutually agreed the process of executing the deal starts and is closed withing the agreed period.
10. **Final Handshake :** We gracefully handover the deal toy to the buyer and seller and do the final handshake.

