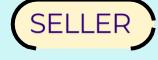
The Path to a Successful Business Exit



The core mission of *Company Becho* is to address the challenges entrepreneurs face when selling their business or stakes. We have seen numerous cases where entrepreneurs struggle to find the right buyer and secure a fair price for their business.

Determined to resolve this issue, we've made it our mission to 100% shoulder the responsibility. When a seller entrusts us with the task, they should be rest assured that we make the deal happen, for sure. We are fully committed to ensuring the successful execution of the transaction.

The process chart below outlines the steps and formalities required to execute a smooth, transparent transaction. On the left, you'll find the seller's responsibilities; on the right, our own — a clear division of roles that ensures a collaborative and efficient approach to closing the deal.



CB

We meet prospective sellers, introduce Company Becho and our services, and understand their business, concerns, and reasons for selling

We provide a **Seller Guide & Seller SOP**, which contain all the necessary information to prepare the business for sale and outline our process in detail.

The seller needs to review the **Documents,** and if they are comfortable with it, they should inform us.

Upon the seller's confirmation, we provide an **Unilateral NDA** to assure confidentiality. We ask for documents as per our detailed list.

The seller has to provide all required documents and information.

We will evaluate the shared documents, information, and asking price to determine if we can take the assignment. If we decide to proceed, we will share a draft **Mandate Letter**; otherwise, we will decline the assignment and return the documents.

After reviewing the Mandate draft, the seller has to print it on their company's letterhead, sign it, affix the stamp, and hand it over to Company Becho.

A **detailed agreement** will be signed on Non-Judicial Stamp Paper between the seller and Company Becho, outlining mutually agreed terms and conditions

The seller needs to approve the shared buyer profile by signing a duplicate copy of the **Name Disclosure Letter** to proceed.

We will begin reaching out to appropriate buyers using our methods while ensuring the confidentiality of the deal.

We will share the buyer profile of interested buyers with the seller through a **Name Disclosure Letter**, recognizing the buyer as introduced by us.

We will coordinate b/w the seller & buyer for visit to the seller's company and organize the visit for a positive outcome.

Post visit, we will assist the seller in completing the deal through negotiations, finalizing terms, and binding them in a legal agreement.