

Planning to sell your business?

Seeking to buy a business?

Need assistance with a merger, roll-up or management buyout?



**“Scancorp is uniquely positioned to assist”**

A successful track record in business sale spanning more than a quarter of a century - but Scancorp is **not** a traditional business broker.

Expert mergers and acquisitions professionals and an Australian financial services license - but Scancorp is **not** a traditional corporate advisor.

Scancorp delivers top-tier M&A expertise to small and medium Australian companies.

Critical Success Factor	Typical Business Broker	Corporate Advisor / Investment Bank	Scancorp
<b>Highest quality deliverables and presentation</b>			
👤 Detailed analysis and professional Information Memoranda	?	✓	✓
<b>Rigorous and proactive approach</b>			
👤 Proactive in sourcing potential acquirers	?	✓	✓
👤 Utilises traditional channels (eg web)	✓	✗	✓
👤 Utilises professional networks	?	✓	✓
<b>Absolute discretion</b>			
👤 Has processes in place to preserve client confidentiality	?	✓	✓
<b>Breadth of service</b>			
👤 Can assist owners to prepare their business for sale	✗	?	✓
👤 Can structure investment syndicates	✗	✓	✓
👤 Can provide advisory services such as mergers and roll-ups	✗	✓	✓
<b>Experienced and connected</b>			
👤 > 25 year history in business sales	?	?	✓
👤 Nationally licensed	✗	?	✓
<b>Exceptional value</b>			
👤 Fees predominantly based on success	✓	✗	✓

## A summary of the Scancorp difference:

### Highest quality deliverables and presentation

*More than 70% of business owners will seek to sell over the next 10 years. To attract the right buyer at a fair price, their business must be well prepared and expertly presented.*

Scancorp develops presentation deliverables (Information Memoranda and Teaser) of the highest quality. Our analysis and deliverables benefit from:

- 👤 Decades of collective M&A, business sales and commercial experience
- 👤 Unrivalled understanding of the key criteria of various acquirers such as individuals, private equity and trade buyers
- 👤 Detailed understanding of the requirements of lenders and buyer's accountants
- 👤 Investment in leading industry research
- 👤 Current and relevant market intelligence

### Rigorous and proactive approach

*Scancorp seeks to attract multiple prospects leveraging multiple channels.*

We seek to generate competition for your business amongst potential buyers whether they be:

- 👤 Individual or family owner/managers,
- 👤 Financial buyers such as private equity, family offices, high net worth individuals or investment syndicates, and
- 👤 Industry participants from the same or adjacent industries

To attract as many prospects as possible Scancorp leverages multiple channels including:

1. Proactive direct communication to targets via an expression of interest or sale campaign
2. Proactive contact through our extensive network
3. Proactive communication to accountants (where an investment syndicate is modelled)
4. Proactive communication to migration agents (where applicable to a foreign buyer)
5. Traditional web and print media

### Absolute discretion

*We understand that preservation of our client's confidentiality is paramount.*

Over almost 30 years, our clients have trusted Scancorp to maximise awareness of their business while maintaining discretion - so that their staff and customers do not become unduly concerned with the potential sale of their business.

In every part of our process, Scancorp is meticulous in maintaining discretion - whether this is in the anonymous communication to prospects, execution of confidentiality agreement, rigorous prospect qualification; or in the detail such as how we introduce ourselves to our client's receptionist.

### Breadth of service

*We leverage a breadth of "arsenal" to achieve outcomes for our clients.*

The breadth of our expertise enables us to assist clients with the following:

1. Company sales - including complete acquisitions, partial divestment, asset sales and management buy-outs
2. Corporate acquisitions - from strategy to acquisition to post merger integration
3. Preparation for business exit - leveraging our proprietary intellectual property and tools
4. Advisory services - including mergers and roll-ups
5. Commercial support - such as negotiations and tender management

### Experienced and connected

*With a track record that spans over a quarter of a century, our network is expansive and trusted.*

Scancorp leverages its near 30 year history in business sales, mergers and acquisitions to manage highly proactive sale, merger and acquisition campaigns for our clients. We have the expertise to manage various forms of business exit including:

1. External sales,
2. Investment syndicates,
3. Management buy-outs,
4. Mergers, and
5. Roll-ups

We are nationally licensed and enjoy an expansive network across Australia.

### Exceptional value

*We only make a profit when you do.*

Over almost 30 years, we estimate our conversion rate to be in excess of 70%. This enables us to offer a fee arrangement that is primarily performance based. As a result, we do not achieve profitability on a sale campaign until successful completion of the transaction for our client.

*As such, our interests are clearly aligned with our client's.*

### Want to know more?

**Contact: Marcus Salouk**

**E: [marcus.salouk@scancorp.com.au](mailto:marcus.salouk@scancorp.com.au)**

**M: 0400 183 234**