

SELLING YOUR BUSINESS TO A THIRD PARTY FOR THE BEST PRICE AND TERMS

MODERATOR

Axel Christiansen, Vice President, Mergers & Acquisitions, Renaissance Mergers & Acquisitions Inc.

PANEL

David Frost, Partner, McCarthy Tétrault LLP

Andrew Kemper, Partner, Capital West Partners

Jonathan Piurko, Co-Founder and CEO, Monarch Bridge
Financial Corp.

Richard Swann, Founder and President, LOKI Systems Inc.





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David Frost

McCarthy Tétrault LLP

dfrost@mccarthy.ca | (604) 643-7113



Andrew Kemper

Capital West Partners

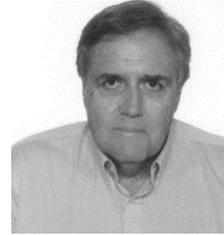
andrew@capwest.com | (604) 718-6812



Jonathan Piurko

Monarch Bridge Financial Corp.

jon.piurko@monarchbridge.ca | (416) 309-9307



Richard Swann

LOKI Systems Inc.



Axel Christiansen

Renaissance Mergers &
Acquisitions Inc.

axelc@renma.ca | (604) 629-9605



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Selling To A Third Party

Why?

Preparation

Purchaser Categories



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Loki Systems

Recent sale to third party



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Process

Who do you approach?

How do you find them?

Managing confidentiality



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Using Advisors

M&A Advisors

M&A Lawyers

Loki Experience



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Transaction Issues

Deal Tension

Legal issues



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Questions For The Panel?