

5 reasons a founder should appoint an m&a adviser

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1. Expertise:

M&A advisors specialise in the sale of businesses and have extensive knowledge of the market, the process, and the legal and financial considerations involved.

They can provide valuable insights and guidance on how to position the business for sale, identify potential buyers, and negotiate the best possible deal.

2. Confidentiality:

An M&A advisor can help maintain confidentiality throughout the sale process, which is crucial to prevent leaks that could potentially harm the business's reputation or relationships with customers and employees.

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3. Time Management:

Selling a business can be a time-consuming process that requires a lot of attention and resources.

An M&A advisor can help alleviate some of the workload by handling the administrative tasks involved in the sale process, allowing the founder to focus on running the business.

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4. Maximising Value:

An M&A advisor can help the founder maximise the value of the business by identifying areas for improvement, preparing financial statements and other documentation, and creating a competitive bidding process to increase the final sale price.

5. Access to a broader network:

M&A advisors typically have a broad network of potential buyers and investors, which can help the founder find the right buyer for the business.

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Suite 21, Level 36, Gateway
1 Macquarie Place
Sydney, NSW, Australia 2000

www.fmkcp.com.au