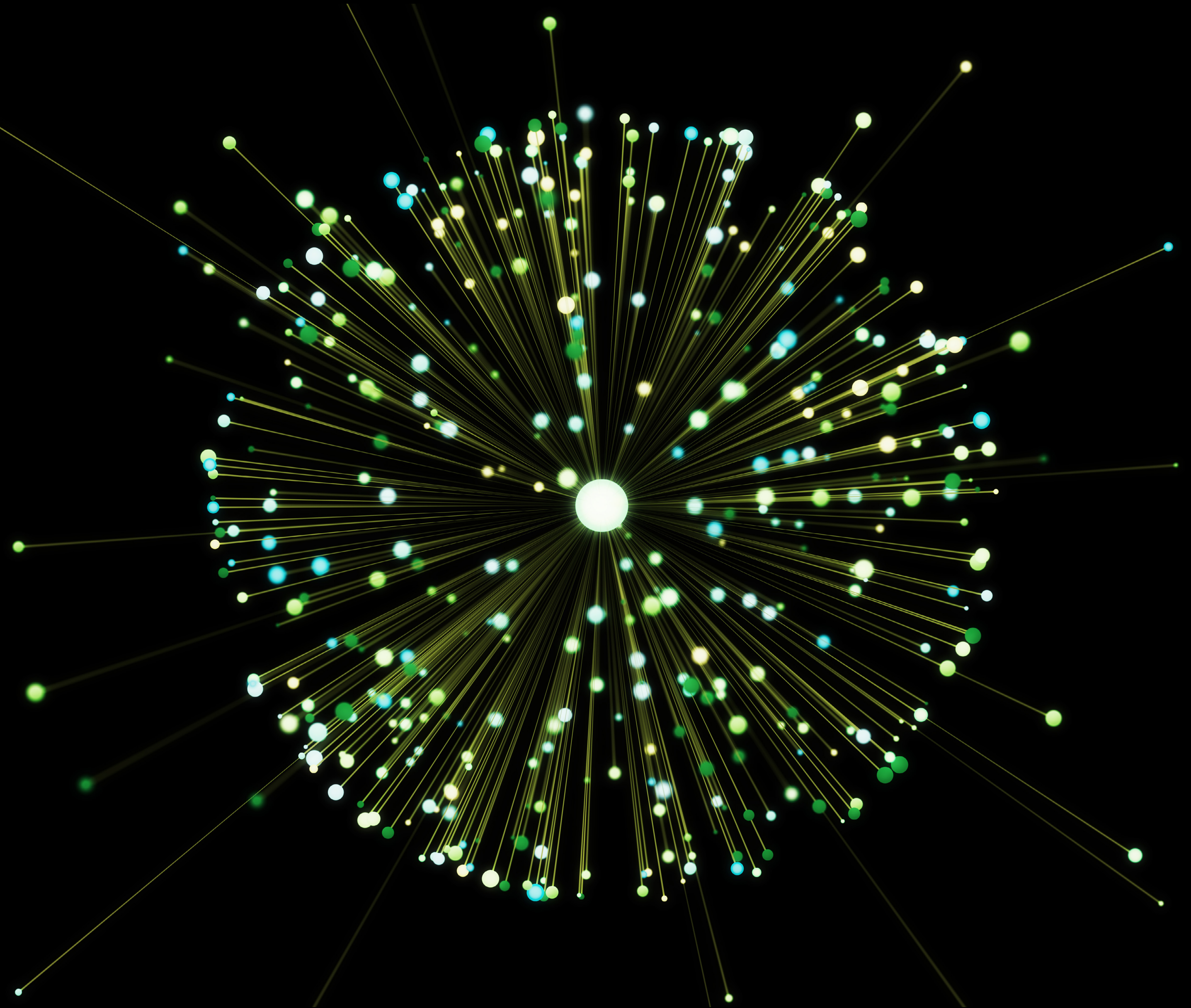


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Deloitte Private Equity

A greater return on ideas

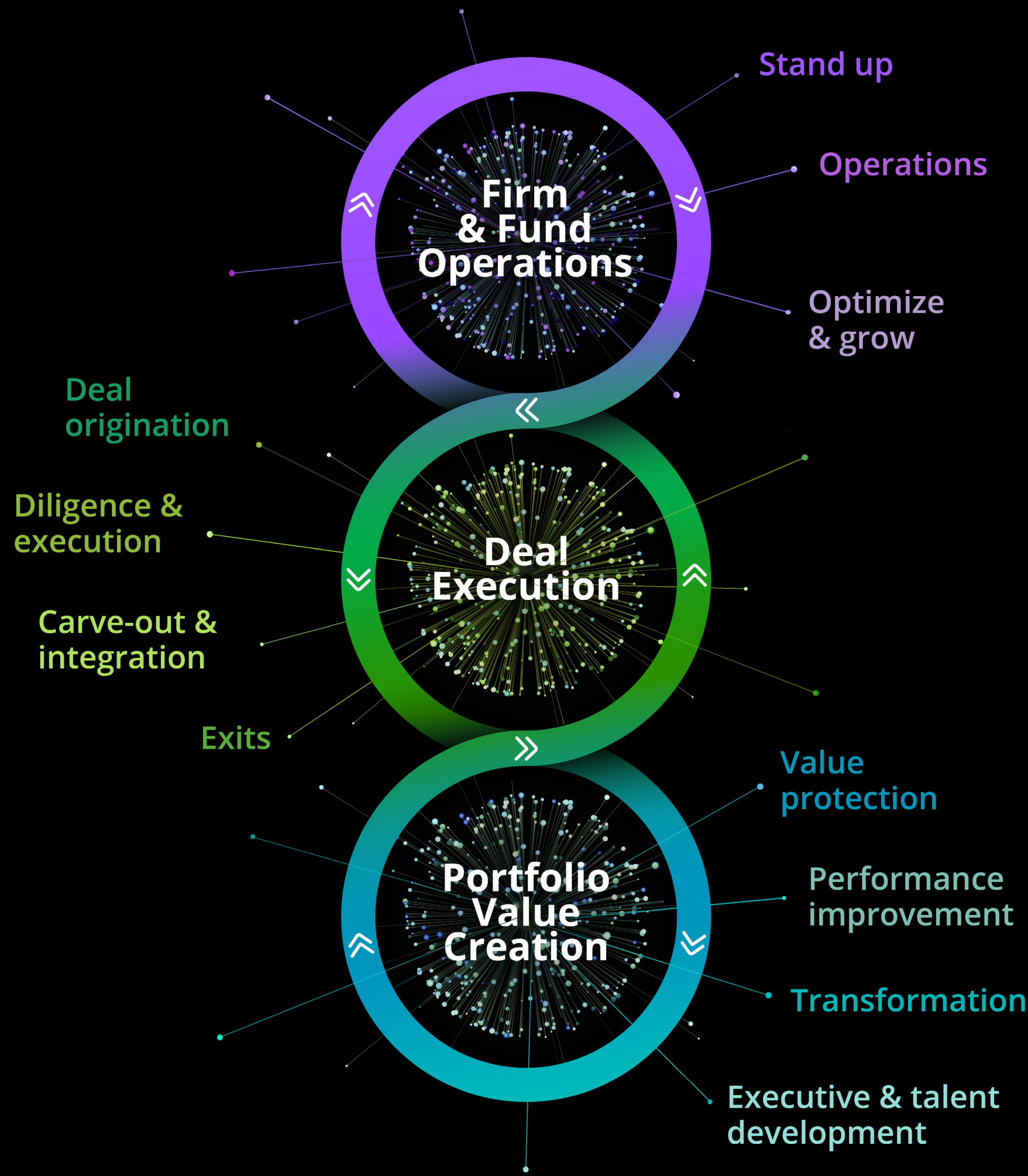
Deal Execution
Exit services



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Delivering value – how we support PE firms and their portfolio companies across every stage of the lifecycle.

Our global network of practitioners support private equity firms and their portfolio companies in delivering greater returns across every stage of the investment lifecycle. We apply a proven, global, and multidisciplinary model to deliver fully integrated solutions that bridge the gap between strategy and execution – combining technical expertise with business acumen and industry-specific knowledge.

By clicking on the icons on this page you will be able to access an overview of our services across all areas of private equity. We hope you find this information helpful, and we would be delighted to speak with you should you have any questions or require further information. Please feel free to get in touch with the key contacts for the services you require.

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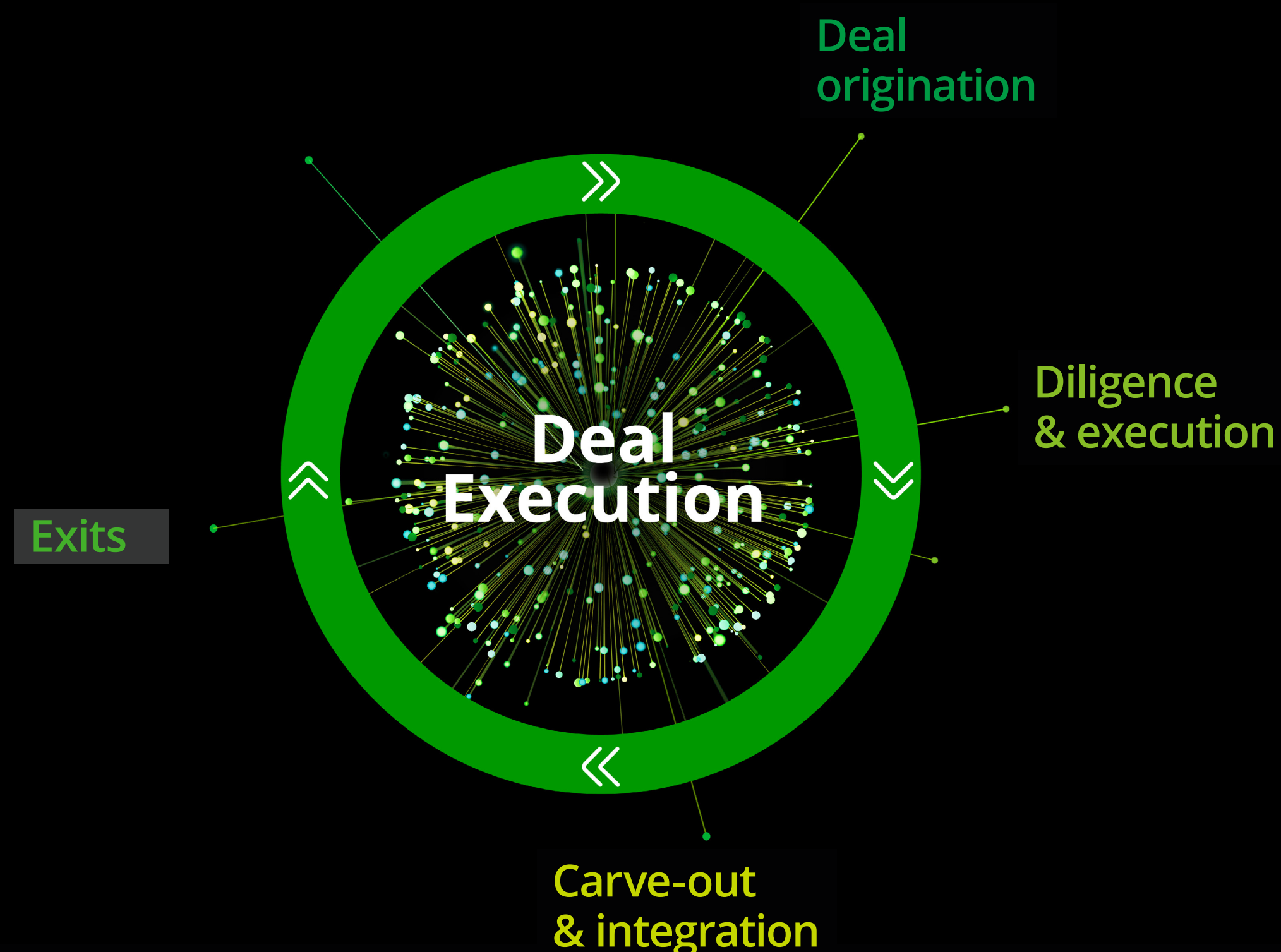
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Deloitte Private Equity
A greater return on ideas

www.deloitte.com/privateequity

Steering successful M&A from deal identification to exit maximization.

Within this document, you will find the details for our Exit services. To find out more on Deloitte's wider service offering in Deal Execution, click on the service icons below.



- **Deal origination services:** identify and qualify proprietary investment opportunities. Delivering insights to facilitate informed decision making – [discover more here](#).
- **Diligence and execution services:** creating optimal value through the deal process by identifying value drivers, improving deal structures and pricing, and mitigating risks – [discover more here](#).
- **Carve-out and integration services:** turning complexities into streamlined value capture opportunities – [discover more here](#).
- **Exit services:** Maximizing deal returns requires the same level of focus and deal strategy on the way out as applied on the way in. For further information, read on.

Exit services

Maximizing deal returns requires the same level of focus and deal strategy on the way out as applied on the way in. Considered planning and preparation is required to ensure investment stories are supported, potential value leakage risks are identified and addressed (or at least minimized) and the portfolio company is ready for a demanding and time pressured process that maximizing exit value, while minimizing business disruption.

Our dedicated private equity teams can support you with:

01

Exit strategy
and equity
story

02

IPO readiness
and assist

03

Exit value
maximization
and readiness

Exit strategy and equity story

It is important that private equity firms circumvent value-eroding pitfalls during the sale process. Deloitte specializes in proactively preparing any portfolio business for impending exits, by articulating market-facing investment narratives that showcase the portfolio business' growth trajectory – both historic and outlook – and the associated value creation opportunities available to the incoming owner. Deloitte can help identify the next wave of growth opportunities, backed by market-tested evidence and an actionable roadmap to execute for the new owner. The approach is time bound to the exit schedule and focuses on maximizing value potential and minimizing value leakage.

How we can support

- Craft the exit story
- Actionable roadmap for new owner to showcase the next wave of growth opportunities

02

IPO readiness and assist

Meticulous up-front planning is critical to a successful initial public offering (IPO) so a company can be ready to hit the next market window and remain focused on maximizing the value of going public. Deloitte helps assess the organization's preparedness, define the roadmap to listing in any jurisdiction, and prepare to operate in the listed company environment.

Deloitte Private Equity | Deal Execution | Exits

How we can support

- Pre-IPO readiness diagnostic 6 to 18 months pre-IPO
- Post readiness end-to-end specialist support

NAVIGATION

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[Contacts](#)

03

Exit value maximization and readiness

To secure the desired valuation on exit in the current environment, the ability of management teams to demonstrate and evidence sustainable, profitable growth potential – alongside a well-protected business – is non-negotiable. Deloitte supports private equity firms as they prepare for a value-enhancing exit event, providing clarity and confidence as the management team navigates the complexities of the transaction process and while helping to enhance and protect value across all areas of the business. Appointing advisors early in the exit process can help ensure the portfolio company is appropriately equipped for the breadth and depth of buyer challenge, focused on the right value accretive and defensive initiatives with the greatest return on investment, and sufficiently prepared for demands of the transaction process.

How we can support

- Exit readiness lab for the CFO and finance function
- Value protection support including data-readiness, finance function, workforce, and ESG
- Value maximization support to enhance value creation for an exit
- Sell-side diligence

Related services

Please click links in the table below to explore the breadth of Deal Execution services we offer. Please get in touch should you require further information.

			Covered in this document
Deal origination	Diligence and execution	Carve-out and integration	Exits
<ul style="list-style-type: none">• Sourcing investment opportunities• Investment thesis support• Buy-side corporate finance• Sell-side corporate finance• Debt and capital advisory• Tax and deal structuring	<ul style="list-style-type: none">• Commercial due diligence• Operational due diligence• Finance due diligence• Tax due diligence• Cyber due diligence• Technology due diligence• Human resources due diligence• ESG due diligence• Data analytics• Sale and purchase agreement• Valuation services	<ul style="list-style-type: none">• Carve-out diligence and business plan• Day 1 planning and certification• TSA identification and development	<ul style="list-style-type: none">• Exit strategy and equity story• IPO readiness and assist• Exit value maximization and readiness

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