

# Adara Partners – Sale process advisor

Adara Partners acted as co-advisor with UBS on a sale process for a private industrial company

## Snapshot

- August 2018 – December 2019
- **Adara Partners**, led by Audette Exel AO, co-advised a private family business' founder and shareholders in relation to a potential business sale
- The mandate involved transaction strategy and structuring, company valuation, developing approach to market documentation, and supporting the due diligence process, bid evaluation and negotiations

## Value added

- Established a **strong and trusted relationship** with the founder, maintaining privacy and confidentiality in a high net wealth client context
- **Seamlessly managed and liaised** with the broader sale process team of advisors
- Actions taken as part of the sale process to encourage uplift in purchasers' value assessment **significantly improved business performance**

## Adara Partners provided the following service

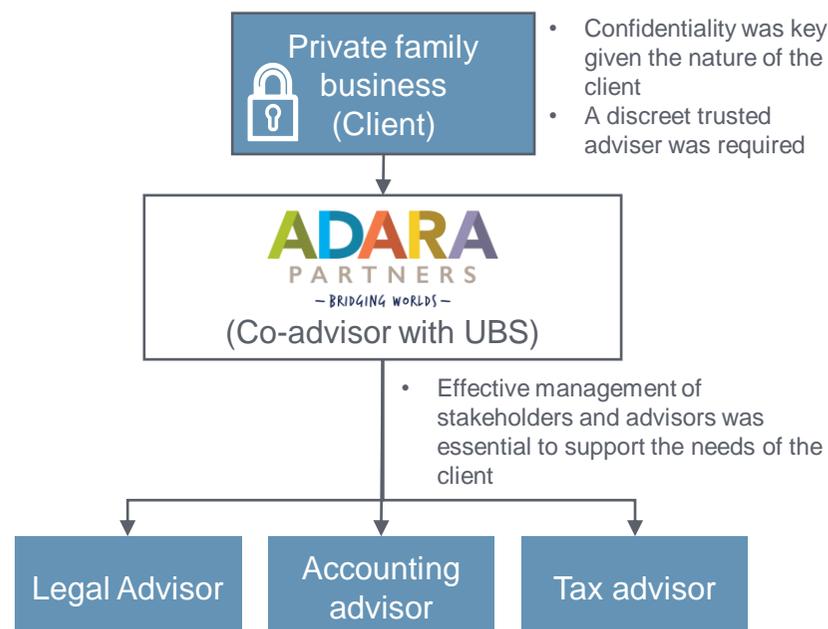
### Transaction preparation

- Information gathering to understand sale drivers and sensitivities
- Reviewed, advised on and presented at company management presentations
- Coordinated advisors and reviewed vendor due diligence
- Financial analysis, valuation and identification of key actions required to support value uplift
- Planned and structured the sale process

### Sale execution

- Identified potential buyers
- Coordination and review of key documentation and approach to market materials including teaser, NDAs, process letters and sale agreement
- Developed key sale terms
- Evaluation and advice on indicative and binding bids, and preferred bidder selection

## Managing a sensitive dynamic



# About Adara Partners

Collectively our Panel Members have advised over 90% of the ASX100 and have worked on many of the largest and most critical transactions in Australia's corporate history. Adara Partners' services are not limited to the ASX100 – our Panel Members have worked on a range of public and private corporate engagements, providing our clients with their expertise, through wise counsel, financial and strategic advice



**Ilana Atlas AO**  
NED, Former Executive  
and Law Firm partner



**Catherine Brenner**  
NED, Former Investment  
Banker



**Tim Burroughs**  
Former Chair of  
Investment Banking at  
Goldman Sachs



**Guy Fowler**  
Former Chair of  
Corporate Client  
Solutions at UBS



**David Friedlander**  
Head of M&A at King  
& Wood Mallesons



**Graham Goldsmith AO**  
NED, Former Vice Chair of  
Goldman Sachs



**David Gonski AC**  
Chair of ANZ Bank,  
NED of Infrastructure  
NSW



**Matthew Grounds AM**  
Former CEO of UBS



**Christian Johnston**  
Head of Investment Banking  
at Goldman Sachs



**Diccon Loxton**  
Senior Finance Counsel  
at Allens Linklaters



**Peter Mason AM**  
NED, Investment Banking  
Senior Advisor at UBS



**Tony Osmond**  
Head of Corporate and  
Investment Banking at  
Citigroup



**Mike Roche**  
NED, Former Head of  
M&A at Deutsche Bank



**Philippa Stone**  
Joint Global Head  
of Capital Markets at  
Herbert Smith Freehills



**Cynthia Scott**  
Former Chief Strategy  
and BD Officer at  
Scentre Group

**Our Panel Members provide their time and expertise pro bono. All profits are donated to Adara Development, Adara's not-for-profit arm that delivers services directly to more than 50,000 people living in poverty each year in Uganda and Nepal, and touches countless more through knowledge sharing**

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