

SELL-SIDE PROCESS

1

Kickoff

- Gather financial, operational and marketing information about the company, its supply chain, and its competitors
- Discuss potential suitable acquirers

2

Research and Outreach

- Research and prepare outreach
- Develop offering materials and present the opportunity to potential acquirers
- Determine a suitable timeline for acquirers to review information, submit an indication of interest, attend a management meeting, negotiate a letter of intent, and coordinate due diligence
- Distribute teaser to targeted acquirers

3

Suitability

- Execute non-disclosure agreement and provide access to REAG's secure virtual data room
- Facilitate preliminary Q&A
- Coordinate introductions and collect indications of interest

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