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ALTOGETHER BETTER Residential / Commercial / Rural / Property Services

We make it our business to understand your business before taking it to the market.

Bayleys Business Sales team of experts have broad business backgrounds, market-relevant experience, and a well-honed grasp on wider business fundamentals. We understand New Zealand business dynamics, what makes our local business environment tick, and how it fits into a national and global context.

Our dedicated team has over 150 years' combined business experience. We have strong local connections, well-developed national networks throughout the Bayleys group, a robust working knowledge of the wider economic environment, and a real interest in business. In today's rapidly changing world, we continue to innovate and challenge our thinking, while maintaining a clear focus on building lasting relationships with our clients.

Alongside the team, is Bayleys Strategic Business Advisory, providing client funded input and the development of strategies that drive optimal outcomes for all the stakeholders of transformation opportunities; to scale a business up, or down, in preparation for succession plans.



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Craig Neal Strategic Business Advisor craig.neal@bayleys.co.nz







The Bayleys Business Sales team is made up of industry experts and sector leaders. Our team has decades of experience, utilising a diverse range of skills to identify and deliver quality business investment opportunities backed by market knowledge.

Our areas of expertise include:

- Presale business review
- Selecting the correct appraisal methodology to establish the market value
- Creating a professional marketing strategy to reach all potential purchasers
- Identifying and qualifying all potential purchasers
- Managing communication with each interested party
- Negotiating on your behalf with purchasers to achieve the best possible price
- Managing the process of due diligence with the least possible disruption to your business
- Overseeing the completion of contracts and settlement
- Ensuring a smooth thorough handover process

Our business sales team has a long and proven track record of successful sale and purchase results and providing excellent standards of service to our clients. We are constantly innovating to deliver a world-class service and stay one step ahead of the competition, and market.

Our team of industry lead brokers have a long proven history of success, which is why Bayleys Business Sales have been awarded Business Brokerage of the year in 2018 and 2019 at the REINZ awards. The Bayleys business team can also work for you on a buyers mandate, where you may have reason to acquire a competitor or simply wish to grow your enterprise through strategic acquisition.

Over the decades, we've consistently built intelligent databases of individuals and companies who are on the acquisition and expansion trails, along with a network of professionals who have clients looking to grow their business interests. The Business Sales team understands that buying and selling a business can be the most important transaction in a person's lifetime. It may signal a complete change in lifestyle, so we give our client's personal agenda as much importance as their business objectives. With the best possible sales price as our mutual aim and with enviable access to extensive national and international networks of genuine business buyers, we will work with you to market your business to the widest identified buyer market, qualify all enquiries whilst maintaining your chosen level of confidentiality, and facilitate a deal - all whilst protecting the integrity of your business.

The Business Sales team is part of the wider Bayleys national network, unsurpassed by any other agency in New Zealand. With Capability in Capital Markets, Office Leasing , Hotels, Tourism & Leisure, Retail Sales and Leasing, Industrial Sales and Leasing, Investment Sales, Rural and Agribusiness, Syndication and Real Estate Advisory, our entire team is at the disposal of our clients to facilitate their needs on whatever level they may require. Our ability to offer strategic advisory is your competitive advantage when you chose Bayleys to represent your business.

Our portfolio of recent successful sales for our clients, includes businesses from the following sectors:

Automotive

- Beauty and Health
- Hospitality
- Construction
- Education and Training • Franchise
- Import / Export / Wholesale
- Industrial Manufacturing

• Leisure

- Entertainment
- Professional
- Retail
- Services
- Technology and IT
- Tourism
- Transport and Distribution





Appraise, list and information memorandum

Firstly, we will guide you through the information required for us to advise the current market value of your business. We can do this by working alongside your external accountant or with financial information you provide us, you choose.

Utilise our national and international contacts

We have access to a very significant national database of investors and accountants, all of whom have clientslooking to grow through acquisition. Through our partnership with Knight Frank, we reap the benefits of a globally-connected network spanning 60 markets. We will work with you to decide how best to market to these groups to find the right buyer while maintaining your chosen level of confidentiality. We ensure our clients receive the most effective marketing, tailored to suit all budgets.

Qualify enquiry and process confidentially agreements

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We have rigorous confidentiality protocols in place which aim to ensure absolute discretion throughout the sales process. Anyone enquiring on your business will be required to sign a confidentiality agreement before they learn the business identity. We can tell you who's enquiring and you can choose who gets the information and who doesn't.

Vendor purchaser meetings

Most buyers want to meet the vendor before they make an offer to buy the business. We spend a lot of time with these purchasers establishing their capability to complete a transaction on your business. We feel it's very important you only meet genuine and competent purchasers.

Present offers to vendor

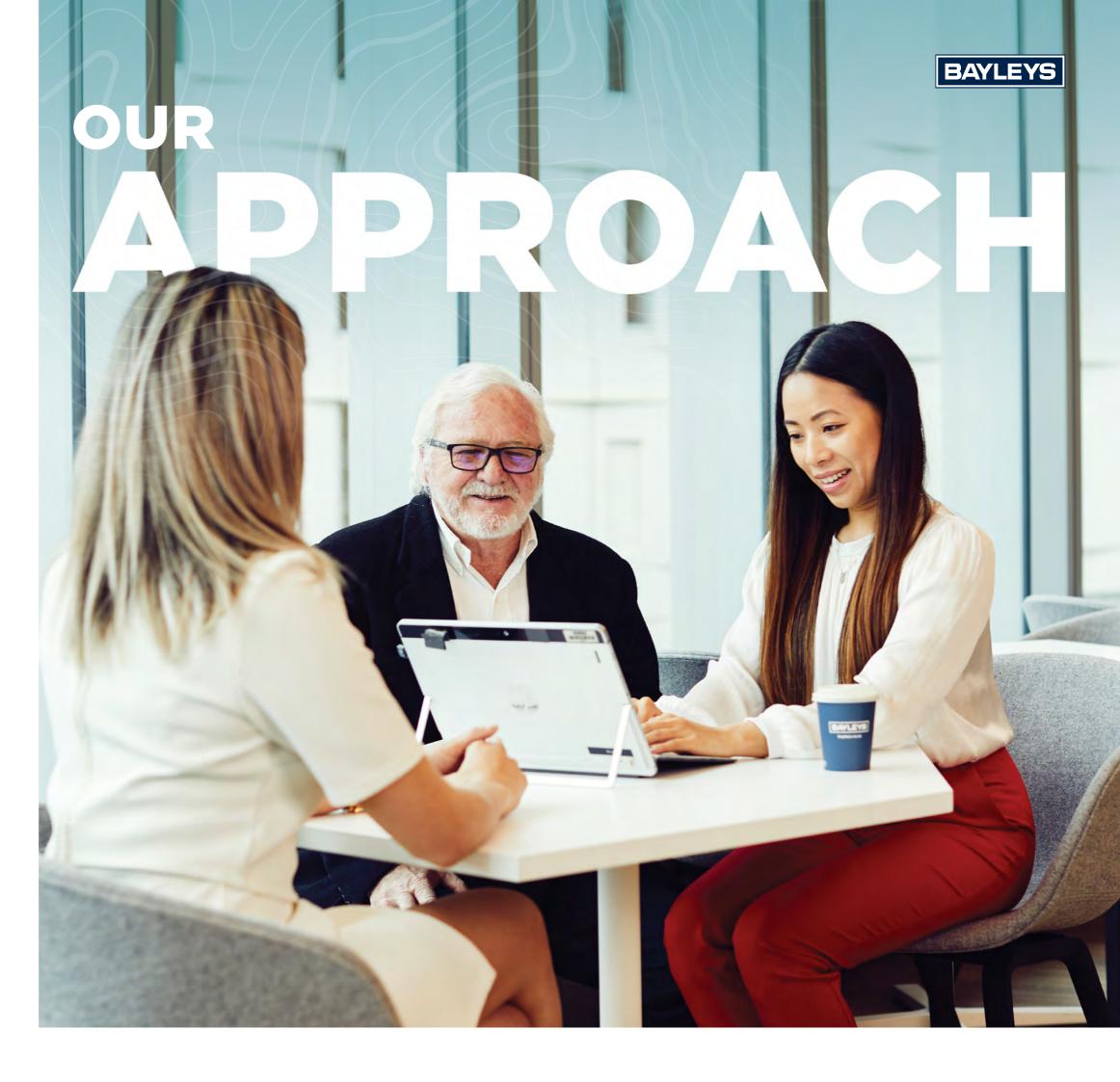
We will construct a sale and purchase agreement or a heads of agreement around the offer. We will then negotiate the terms of the agreement on your instructions. Once an agreement has been reached the paperwork is distributed to both the vendor's and the purchaser's solicitors for approval.

Due diligence

The due diligence process is about the purchaser verifying everything they have learned regarding the business. This process normally takes between 10 and 20 working days. Both your accountant and solicitor normally play a part in this process.

Unconditional

After all the conditions in the agreement have been satisfied in the due diligence process, the deal can go unconditional. Issues like handover dates, vendor assistance period, vendor exit date have usually been covered in the agreement and due diligence process.







The Bayleys Group

\$19 billion

14,000 sales and leasing transactions completed

1,170 sales and leasing agents

\$6.5 billion

2,270

94

offices throughout New Zealand and the Pacific Islands

Bayleys Commercial

240 sales and leasing agents

2,970 sales and leasing transactions



For the period 1st April 2021 - 31st March 2022



REINZ

Large Commercial & Industrial Office of the Year 2022, 2021, 2020, 2019 & 2018

Medium Agency of the Year All Disciplines 2022

Small Agency of the Year All Disciplines 2022

Small Business Broking Office of the Year 2019 & 2018

Best Multi-Media Marketing Campaign of the Year 2020 & 2018

As awarded by the Real Estate Institute of New Zealand Awards for Excellence

bayleys.co.nz/business

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