

## WHO WE ARE

Global Business Holdings focus on the marketing of approved profitable Businesses. Our experience in the industry and the requirements of the marketplace necessitated the implementation and composition of a specific concept. This concept has been composed with the aim of taking all market requirements into account. The concept is applied in a specific sequence when a prospective client approaches us with a business request. "Our integrity will build confidence and respect to secure a successful deal" The concept consists out of the following phases: A. INITIAL SCREENING OF POTENTIAL ENTREPRENEUR We do an evaluation of the potential entrepreneur's needs and abilities and ensure that his personal financial information fits the overall investment criteria. The personal profile and information of a prospective buyer must be evaluated before information regarding the business will be disclosed. The following aspects will be investigated and filed:-

- Personal information regarding bankers, fixed property and cash available;
- The prospective buyer will have to sign a declaration that;
- His/her credit record
- Criminal record
- Insolvency
- No information shall be disclosed, unless prior approval has been sustained from the seller

B. ASSESSMENT TO SOURCE A POTENTIAL BUSINESS At Global Business Holdings we do not believe that prospective buyers browse through numerous lists of sellers and businesses. A profile analysis of each prospective buyer is therefore very important. We believe that any potential buyer should be matched to a specific business. During this phase we do desktop research to establish merits to match the potential entrepreneur and a prospective business for in-principle "go/no-go";.

C. PREPARATION OF A TERM SHEET The preparation of a term sheet is important for all the parties involved, because it reflects key matters of a understanding between the parties, like pricing parameters, structuring, special conditions and fees etc.

D. EVALUATION OF THE FINANCIAL RESULTS Any business owner, who wants to sell his business, must produce comprehensive financial results, with reliable documentation. On receipt of documentation an in-depth Due-diligence will be done to verify all the important disciplines in the business. The analysis of the business results, as well as its profitability determines the selling price. All information regarding the sellers business as well as potential purchaser's information is treated as private and confidential.

E. LEGAL AGREEMENTS After the Due-diligence, a draft agreement will be negotiated to constitute a potential purchase. The following aspects are of cardinal importance when negotiating a final purchase agreement:- Final purchase price as well as terms of payment; date when possession will be taken; reservation of ownership; guarantees; risk and insurance; advertising sale of business; cancellation clause; assistance offered by seller; restraint of trade; personnel and suspensive conditions. A list of stock and assets of the business is normally a standard addendum to the agreement. Once the final agreement has been agreed, it constitutes a legal document. The suspensive conditions will determine whether the transaction will ever materialise.

F. APPLICATION FOR FINANSING The following information will be necessary when drawing up a business plan:- Personal Information, legal entity information, background and history of the business, SWOT Analyses, historical income statements, historical turnover figures, income and cash flow projections for 12 months, projected balance sheet, etc. The business plan will then be offered to different financial institutions.

G. FINALISING OF SUSPENSIVE CONDITIONS It is essential that there is time-outs compliance with the suspensive conditions of the agreement. Conditions normally incorporated are :-

- Buyer must acquire finances;
- Buyer must be approved by franchisor;
- Buyer must conclude a lease agreement with the landlord Normally there are also conditions applicable when finances have been organized by a financial institution. Proper attention must be given to this phase, thereby ensuring the time-outs release of finances by the financial institution. "We are striving towards total satisfaction for our clients and assure them of our best service and support."