

## The Transaction Process

*Eagle Peak Capital Partners seeks to acquire a single business and lead it for the long term. It is important for us to develop a strong partnership with the seller. This starts during the transaction process, which can be long, expensive, and challenging for all parties — but which also serves to validate the strength of the partnership.*

### ► Introductory Conversation

We will have an introductory phone call at a time that works for you.

### ► Confidentiality Agreement

Eagle Peak Capital Partners (EPCP) will sign a non-disclosure agreement (NDA), giving you confidence that your sensitive company information will remain safe.

### ► Information Sharing

Information sharing occurs on both ends — you will get to learn more about me, my investor group, and our goals. I will learn more about your business. This will provide us with a pretty good sense of whether we are fit for one another.

### ► Visit

Only so much can be accomplished over the phone and by e-mail. If we decide that a partnership might have potential, I will travel to visit with you, either at your company or elsewhere if you please.

### ► Terms

We will come to an agreement on a set of terms of the transaction based upon the information that you have shared with us. We will also discuss what type of a deal structure would work well for you, your family, and your employees. This information is captured in a Letter of Intent (LOI).

### ► Due Diligence

EPCP will validate that the assumptions the LOI is based on.

### ► Transaction

We will finalize the transaction documents and transfer the funds to your account.

### ► Transition

We put the transition plan that we agreed to into effect. Whether you are remaining with the company, taking some time off, or transitioning to the next opportunity, EPCP will be working hard to keep your company growing and act as a good steward of your legacy.

## Transaction Principles

Throughout the process, we commit to upholding the following principals:

- Fairness
- Integrity
- Respect
- Efficiency
- Long-term mindset

## Typical Transaction Financing

Every acquisition is unique, but a typical transaction involves a mix of financing from the following sources:

- Investor Capital — this will represent a significant source of capital, generally 40-60%, less if using an SBA loan
- Bank & Institutional Debt — this is also likely to be a significant source of financing
- Seller Financing — if you are amenable, the transaction will involve a small amount of seller financing