

B.A. Boss S.L. : The Company's Services

- *Business exit & entry strategies*
- *M&A and Business Brokerage*
- *Specialized Services*

Our company offers services to assist business owners to plan for their exit and to help future owners finding and entering a business. We have developed proven business exit and entry strategies to facilitate the transition of the ownership of a company or business.

B.A. Boss focuses exclusively on that important stage in the lifecycle of a business, when the ownership needs to change hands. We developed a program to prepare the business and the people involved (current and future owners and their advisors) for this stage. We offer a road map to come to acceptable and profitable solutions for all parties involved in the process. During that journey we will accompany both current and future owner, the company and all its stakeholders to make the transfer of ownership as smooth as possible and make sure the interests of all parties are respected. We look for the synergy of interests during this process and solve any conflicts of interests.

We offer our services to both owners and future owners of companies, and to intermediaries and other professionals, that could (should) be involved in the process of a transition of ownership of a company (real estate agents, administration offices, tax advisors, lawyers, attorneys, auditors, consultants).

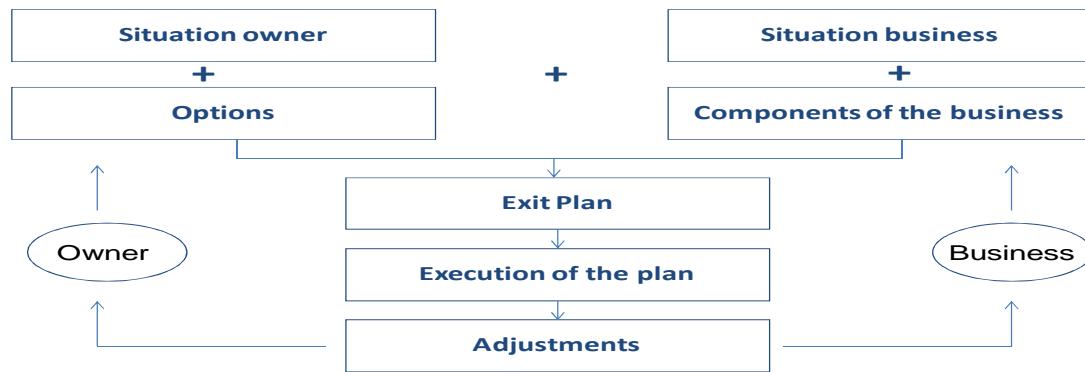
What are exactly the services that we offer? We have separated the transition process of ownership in a company in **6 steps** (*).

For current business owners:

There are basically three options for a business owner that has decided to exit his or her business:

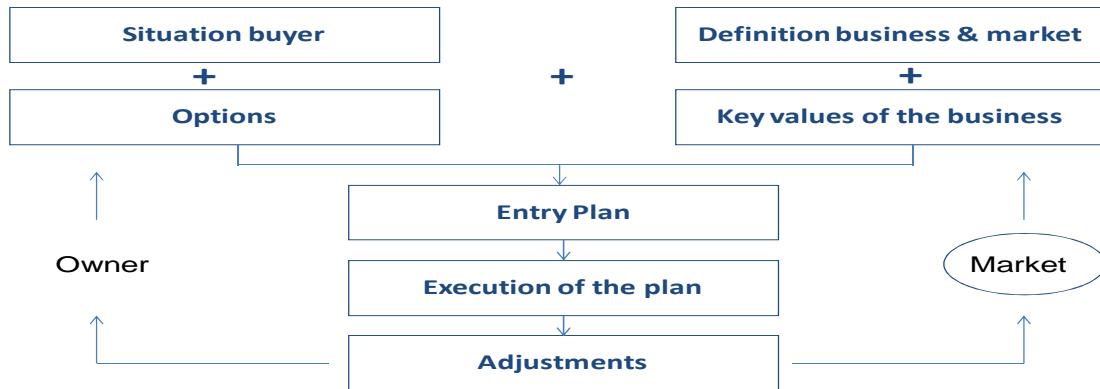
- 1) Look for a successor, partner or buyer;
- 2) Wait for the time being;
- 3) Close the business and sell the assets.

Which of these three options is the best for a business owner depends on various factors, such as the current economic climate, his or her motives for an exit, their financial needs after their exit etc. The simple fact that an exit program requires time may cause the owner to change his or her mind and/or priorities during the process. That is why our company has designed **a practical method** with continuous monitoring (*), which allows a business owner to reflect on the progress of the process and change the course of action if desired or needed:



For the future owners:

Future owners, entrepreneurs or owners of existing businesses, looking for an expansion, go through a similar process as a business owner looking at an exit from his company.



The future owners and entrepreneurs have several possibilities to start or expand their business:

- 1) Start a new business/activity;
- 2) Become an associate/partner/franchisee in or with another company;
- 3) Buy an existing company;

Which of these three options is the best for an entrepreneur depends on various factors, such as the current economic climate, his or her motives for a new business venture, their financial strength etc. During the process of starting or buying a new business, the entrepreneur may change his or her mind and/or priorities. That is why our company has designed the unique method of a matching **Business entry and exit program with continuous monitoring and adjustments possibilities** (*), which allows both current and future business owners and entrepreneurs to reflect on the progress of the process and change the course of action.

The (mirrored) program for a business owner and an entrepreneur or future (new) business owner is as follows:

Steps for owners	Covering:	Steps for buyers
Revision/Interview	What is the motivation for an entry/exit?	Definition
Analysis & (e)valuation	What is the value, purpose of the business?	(Re)search & budget
Value components	What drives the value of the business?	Value components
Options	What are the different possibilities to enter/exit?	Options
Exit Plan	Based on conclusions (1-4), elaborate entry/exit plan	Entry Plan
Executing the plan	Work the plan (5), measure progress and results	Executing the plan
Monitoring & adjustments	What-if scenarios, unforeseen, other options: during entire program, how to deal with adjustments	Monitoring & adjustments

For more information about our services, please send your e-mail to info@baboss.es.

(*) Ask for our guide on “*Leaving your privately owned business*” by B.A. Boss or the presentation “*How the process works: The importance of having a Business Entry & Exit Plan*” by sending an e-mail to: info@baboss.es