



High-Value Transactions

LINK Enterprise is a trusted partner to help you achieve your desired outcome

-  **Exit Planning**
-  **Valuation Enhancement**
-  **Business Sale**
-  **Acquisition Search**



Specialists in Selling High-Value Businesses

As the largest and most trusted business brokerage in the world, LINK sells more privately-owned businesses than anyone else across a network spanning New Zealand, Australia, USA and the Philippines.

The LINK Enterprise division specializes in the sale of businesses with a value of \$2 million to \$25 million.

Over the past 10 years, the LINK Enterprise team has achieved better values for our clients across a broad range of industries. Typically, those values have been higher than might be advised in a standard accountancy evaluation.

How? We deliver more strategic and financially strong buyers, securing multiple offers from a local, national audience.

LINK High-Value Specialists

\$2m+

Specialists in selling high-value businesses

200+

Completed more than 200 high-value transactions

\$2b

of business listed on our global website

250k+

Active buyers on our databases

95%

of businesses sell within 4% of our original appraisal

Source: LINK data as at time of printing and VALU.LINK historic results analysis

What does the LINK Enterprise division do?

Selling Businesses	Buying Businesses	Advisory
<ul style="list-style-type: none"> • Strategic Buyers • Financial Buyers • Individual Buyers 	<ul style="list-style-type: none"> • Acquisition search • Growth acquisitions • Industry roll ups 	<ul style="list-style-type: none"> • Strategic • Value Enhancement • Exit Planning

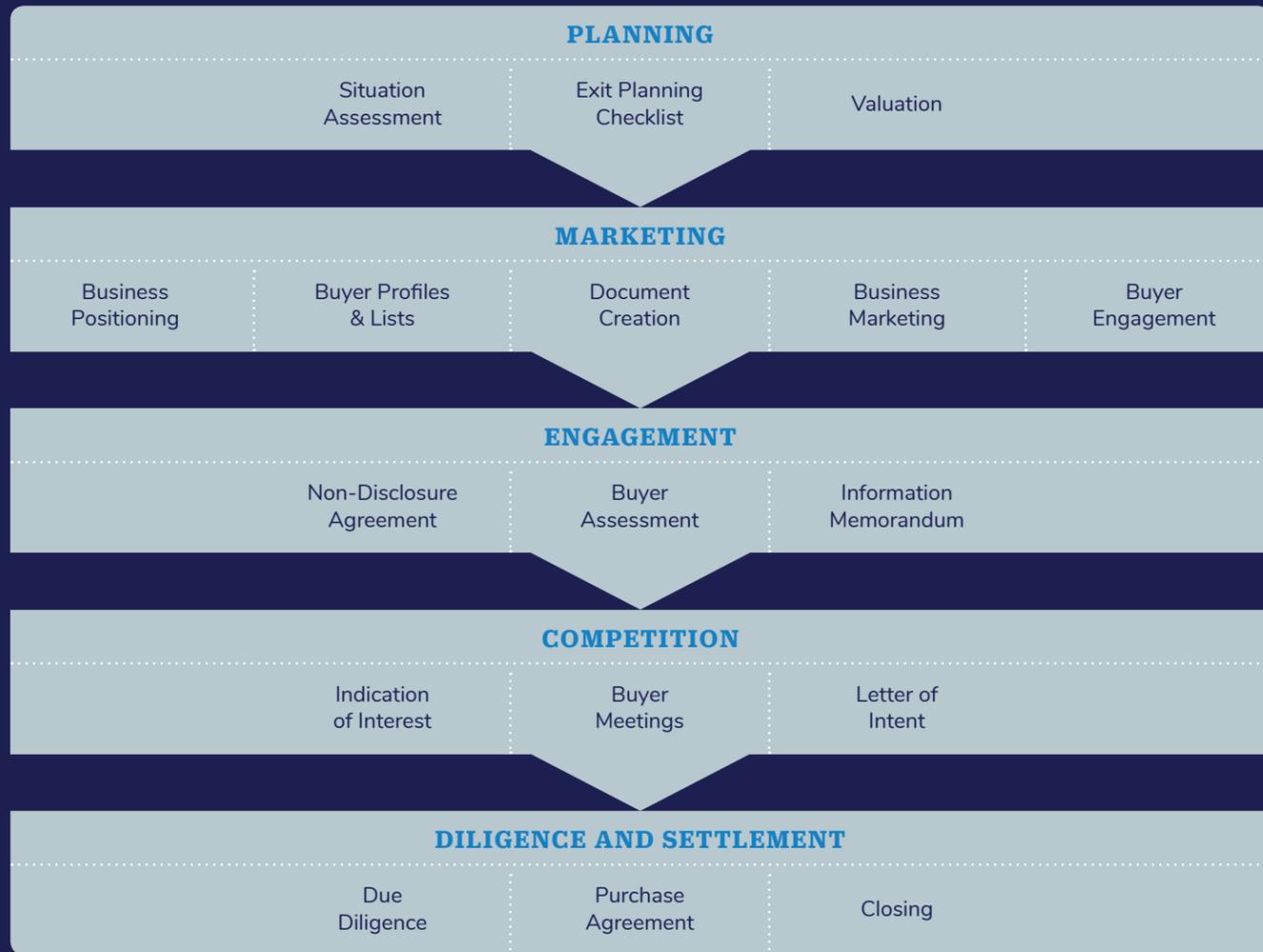
The LINK Enterprise division has a significant depth of experience in all the core areas of selling, buying and advisory associated with high-value transactions. We represent sellers, buyers, individuals, families, private equity and businesses.

- Accommodation
- Online / Digital / Marketing
- Professional Services
- Automotive
- Food and Restaurants
- Retail
- Education / Training
- Import / Export / Wholesale
- Transport / Distribution
- Construction
- IT / Technology
- Health / Beauty
- Engineering
- Manufacturing



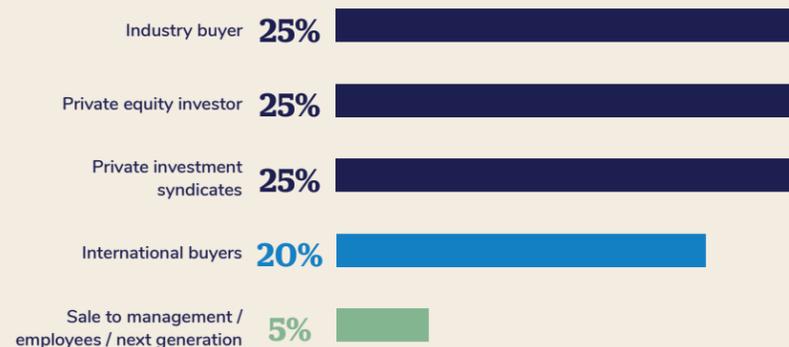
Strategically Exiting a High-Value Business

Our experienced business transaction advisors will guide you through our proven process.



Who are likely buyers for a high-value business?

It's important to understand who the possible buyers of high-value businesses might be, as it shapes the transaction process for all parties involved.



The LINK Enterprise Difference

At its core, LINK is the market leader in connecting buyers and sellers. The LINK Enterprise team's approach to transactions is different from the typical approach, as our core focus is driving buyer competition, best market price and getting the deal done.



LINK Difference:	High-value specialists	Success fee approach... get deals done	Extensive and active buyer databases	1000s of transactions every year	Experience across all sectors
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The tools to sell smarter

VALU.LINK

An award winning valuation tool, owned and developed by LINK to value businesses

VALU.LINK results then combine with Enterprise team experience and strategy to drive buyer competition in the market.



Offering Memorandum

LINK will prepare a detailed Information Memorandum that provides all critical information to engage buyer interest.

Your business will be professionally represented.



Relationships without equal

Market domination ensures LINK has the most transactions, which creates an unparalleled network of buyers and sellers.

These valuable relationships ensure we can influence negotiations.



Financing transactions – its true impact

No finance, no deal

The LINK Enterprise team has a strong reputation for sensible, pragmatic transactions that enable finance structures to be secured to get deals done. LINK has strong relationships with a variety of financing sources.

Bank Debt	Traditional bank loans and facilities
Private Equity	Financial investors, often fixed term looking to add value and grow
Management Equity	Provided by team in the business, often combined with other finance
Mezzanine Debt	Usually subordinated debt, unsecured with higher interest rates
Seller Equity	Seller sells some shares but leaves equity in the business
Seller Debt	Seller sells the business but leaves money in to be paid with interest.

Frequently asked questions

All sellers and buyers have a bunch of great questions. Here are some we've heard before.

Sellers

What is my business worth?

You may not know the worth of your business, but thanks to the LINK Enterprise team's extensive experience in selling high-value businesses, we do. Our team use LINK's award-winning proprietary appraisal tool VALU.LINK, and our practical experience to draw on extensive global sales data for your industry. We then combine this with our strategy to identify the best path to drive buyer competition in the market to get the best 'market price'.

How do you ensure our staff don't know I'm selling?

Almost all high-value businesses we list are 'confidential'. We don't display the name, location or other identifying factors. We make every potential buyer sign a Confidentiality Agreement, and agree to not discuss the sale with anyone except

their professional advisors. If a potential buyer does visit your business, we'll help ensure it is done discreetly.

How long will it take to sell my business?

There are several variables but as a guide it typically takes 6-12 months.

Will seller finance be needed?

Normally seller finance is not needed as there is a multitude of finance options depending on the buyer, but sometimes greater value can be attained if there is seller financing or an earn out.

What is required of me after the sale?

Seller assistance can be as short as 10 days and as long as a year. This is all discussed as part of the transaction and mutually agreed between the parties.

Buyers

Can I engage LINK as a buying representative?

Short answer yes. We act for a number of businesses, families, financial sponsors and individuals who have specific mandates for investment in Enterprise businesses. Buyer syndicates are also increasingly active in acquisitions.

Does LINK invest its own money?

No. We remove any conflict of interest and the company is focused on the transaction which is our core specialty. We do have multiple buyers that come together on deals which we often facilitate.

Recent high-value sales



SOLD

IT / Technology
VALUE \$11,700,000

LINK REF. PAE 00075



SOLD

Import/Export/ Wholesale
VALUE \$6,100,000

LINK REF. EL01829



SOLD

Industrial Manufacturing
VALUE \$7,200,000

LINK REF. EL01701



SOLD

Services
VALUE \$4,250,000

LINK REF. 11652



SOLD

Education / Training
VALUE \$4,500,000

LINK REF. EL01485A



SOLD

Construction Industry
VALUE \$2,700,000

LINK REF. EL00717



SOLD

Import/Export/ Wholesale
VALUE \$5,000,000

LINK REF. NL00062



SOLD

Industrial Manufacturing
VALUE \$3,900,000

LINK REF. 19694



SOLD

Third Party Services
VALUE \$6,300,000

LINK REF. PAE00003



SOLD

Industrial Manufacturing
VALUE \$6,400,000

LINK REF. EL00462



SOLD

Industrial Manufacturing
VALUE \$9,500,000

LINK REF. EL00595



SOLD

Import/Export/ Wholesale
VALUE \$6,000,000

LINK REF. EL01486



SOLD

Services
VALUE \$3,450,000

LINK REF. EL01485A



SOLD

Industrial Manufacturing
VALUE \$4,500,000

LINK REF. EL00717



SOLD

Industrial Manufacturing
VALUE \$2,500,000

LINK REF. NL00062



SOLD

Construction Industry
VALUE \$4,200,000

LINK REF. 19694

For a confidential discussion about any aspect of selling or buying a high-value business contact the LINK Enterprise team today.

(717) 740-5496

infopae@linkbusiness.com

linkbusiness.com

\$2b+

of businesses listed
on our global websites

250+

businesses sold globally
per month (ave)

250k+

active buyers
on our databases

500+

LINK business
brokers worldwide

3,000+

businesses for sale
internationally

7,000+

owners have trusted LINK
to sell their businesses

Source: LINK data as at time of
printing