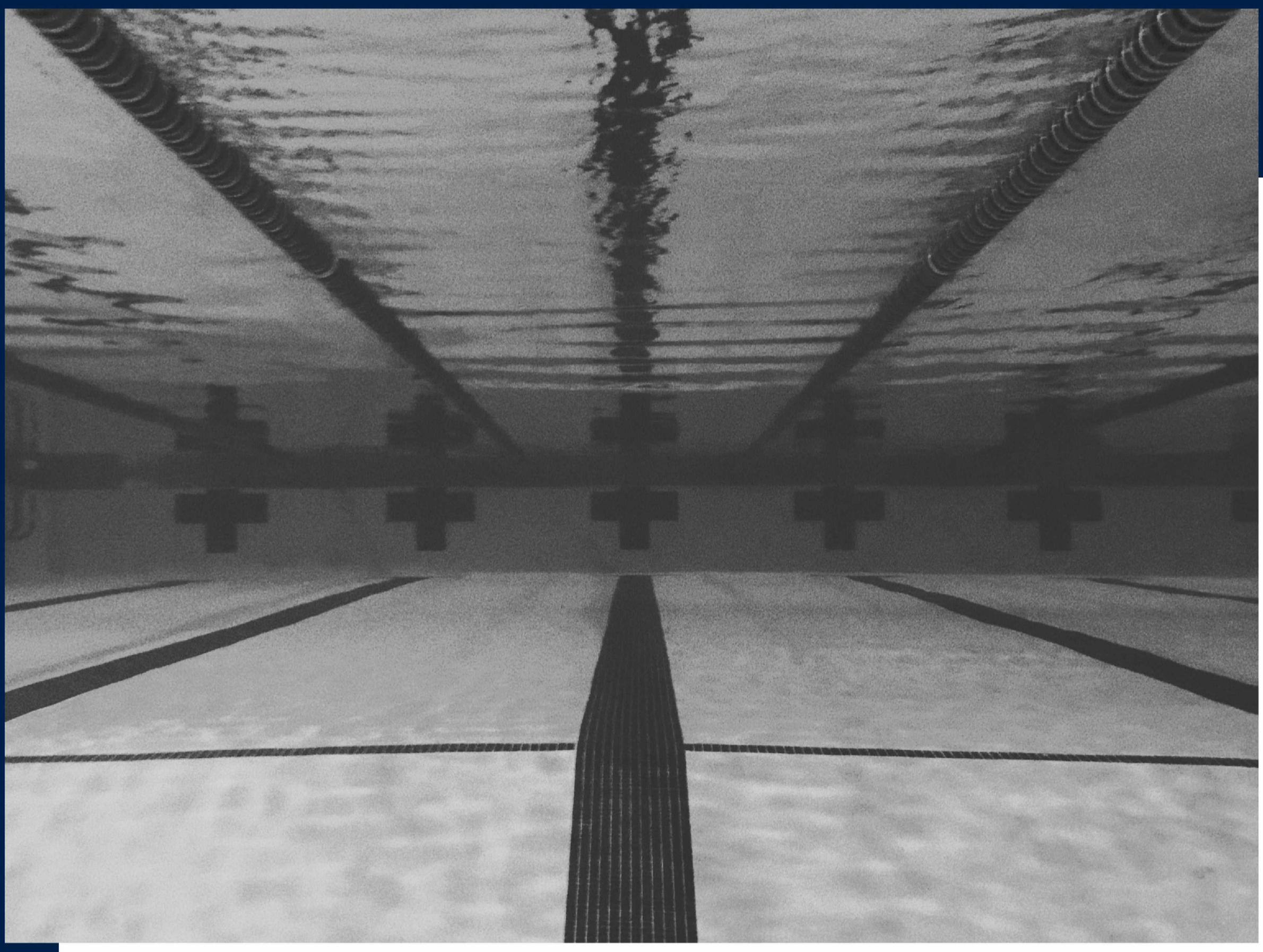
YOU DON’T LEARN TO SWIM IN THE DEEP END.
SO WHY RISK IT WITH YOUR TRANSACTION?



In this guide we’ll discuss why early readiness matters.

WE’RE HERE TO HELP YOU GET
FIT TO TRANSACT.



WHY DOES EARLY READINESS MATTER?

Early readiness isn't about doing more work - it's about doing the right work at the right time.

It helps you:
- Articulate your "why"
- Align owner and stakeholder objectives
- Get to know your advisors before you need them
- Build capability and confidence in your internal team
- Set up clear governance frameworks
- Prepare and organise what you're willing to share
- Put systems in place that minimise disruption to BAU

When you invest early in readiness, you:
- Reduce unnecessary rework
- Control invasive due diligence (including the "tyre kickers")
- Mitigate risks before they become deal-breakers
- Manage team fatigue
- Complete the transaction more quickly

OUR APPROACH STARTS WITH THE WHY

STRATEGY - THE WHY

- What makes this organisation successful?
- Is the market growth plan supported by evidence?
- What does the competitive landscape look like?
- Are there opportunities for improvement?

STRUCTURE - THE WHAT

- What is the desired legal structure?
- What is the most beneficial tax structure?
- What is the appropriate mix of equity and debt?
- Is there strong governance alignment?
- Is there decision-making accountability in place?
- What is the stakeholder communication strategy?
- Is the structure future-fit?

OPERATIONS - THE HOW (AND WHO)

- Can the operating model be clearly described?
- Are key processes documented and up to date?
- What information needs to be collated or refreshed?
- What new information needs to be prepared?
- Who will project manage the transaction?
- What are the critical resource requirements?
- What are the competing or conflicting priorities?
- Is there a risk register in place to mitigate potential issues?

FINANCE - THE NUMBERS

- Does the reported performance align with expectations?
- What is the extent of shared facilities and services?
- Is there a sufficiently developed financial model?
- Can the organisation report results on a timely basis?



WHO DO WE WORK WITH?

We work 1:1 with your board and/or leadership team to understand what a real transaction would demand of you.

Our clients include:

- Founder-led companies preparing for sale
- Businesses considering investment
- Businesses considering divestment
- Private equity portfolio companies
- Fast-growing mid-market organisations
- Family businesses professionalising

You don’t dive in without checking the depth first.
We’re here to help you get Fit to Transact - lap by lap.



OUR AREAS OF FOCUS

TRANSACTION READINESS

- Pre-deal preparation
- Red flag reviews
- Operating model and governance clarity
- Executive and team training and mentoring
- Board and executive alignment

TRANSACTION PROJECT MANAGEMENT

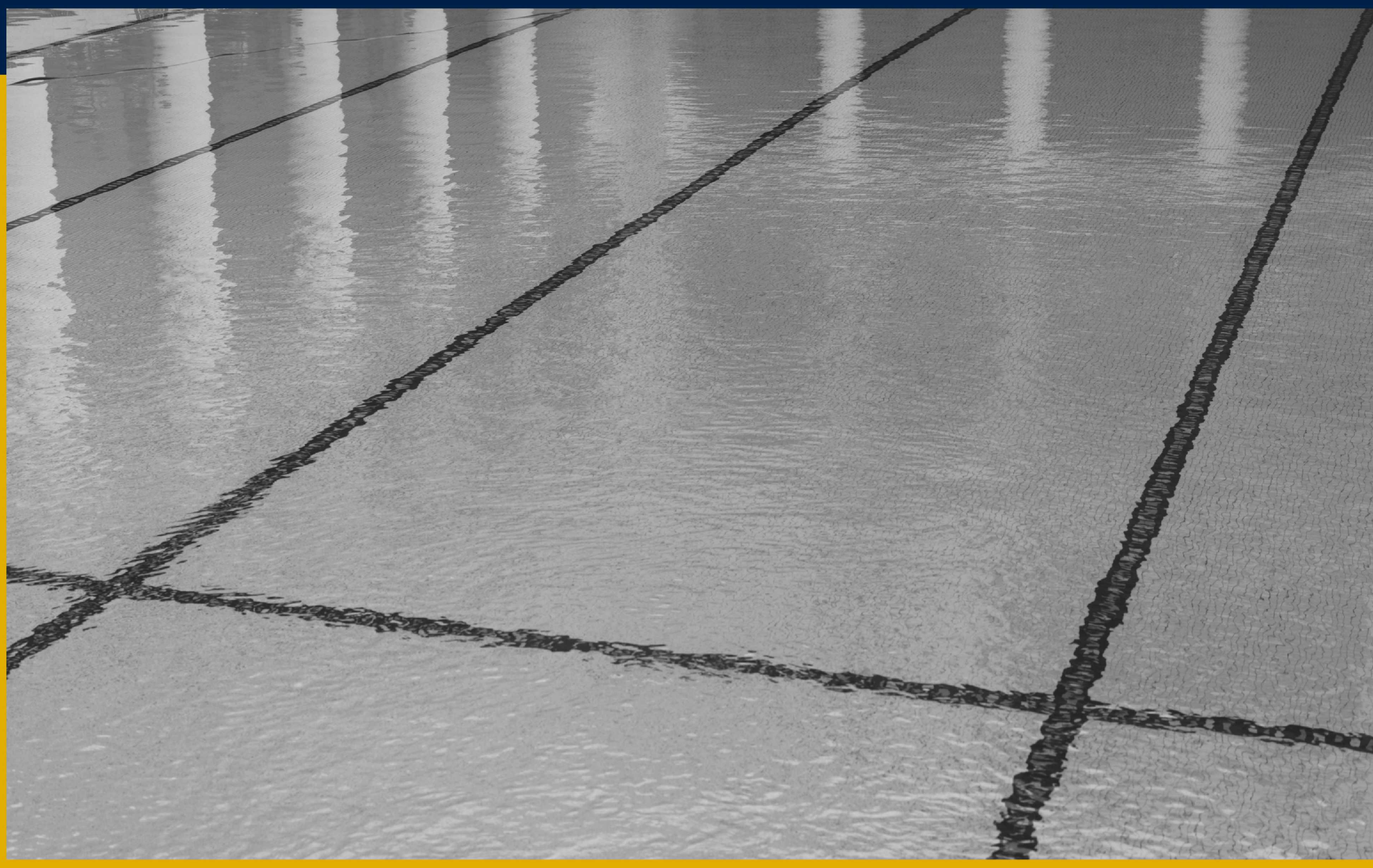
- Buy-side and sell-side readiness
- Data room strategy
- Commercial insights and risk identification
- Assistance with scoping and engagement of advisors
- Second partner/peer review (for accounting firms)

CAPITAL AND GROWTH STRATEGY

- Capital project scrutiny
- Investment thesis clarity
- Financial and operational readiness for growth
- Assistance with negotiating commercial partnerships

BOARD ADVISORY

- Independent check and challenge
- Assistance with stakeholder messaging
- Advisory board member roles
- Director and chair roles (including sub-committees)



We’re here to help you get Fit to Transact.

Fit to Transact
Chartered Accountants

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CHARTERED ACCOUNTANTS
AUSTRALIA + NEW ZEALAND

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