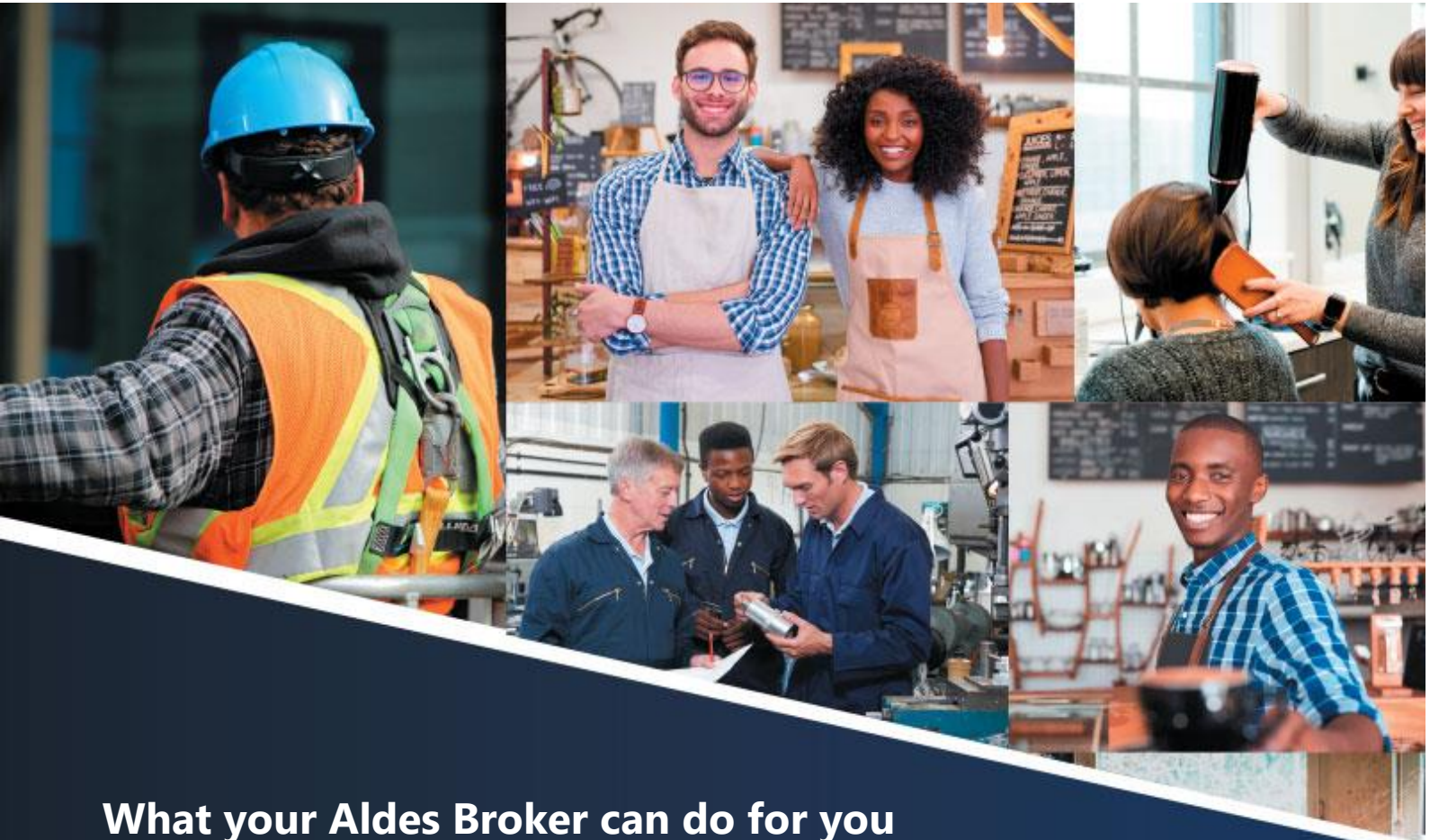




What your Aldes Broker can do for you

- Assist you in preparing your business for sale;
- Provide you with a market related valuation of your business
- Screen and qualify all sales enquiries related to your business
- Assist with all negotiations regarding the sale of your business
- General advise on the process of selling your business
- Draw up a business report
- Discreetly market and advertise your business for sale
- Introduce potential buyers for your business
- Prepare the agreements related to selling your business
- Prepare a seller's checklist regarding things to do in respect of selling your business

Benefits of using Aldes Business Brokers

- Aldes Business Brokers works on a results-only-basis. You will pay commission upon the successful introduction of a buyer investor only, subject to the mandate terms and conditions recorded herein.
- Aldes Business Brokers works on a single database. Mandating your business with your Aldes Broker will ensure that our entire national team of professional brokers will market your business.
- Aldes Business Brokers employs technology. Our sizable investment in our sophisticated business broking software means that we can work effectively and efficiently whilst keeping the process simple.
- Aldes Business Brokers operates an effective marketing plan. Your listing with Aldes Business Brokers will gain significant exposure for your business and will attract serious buyers.
- Aldes Business Brokers follows tried and tested processes. Since 1979 we have developed the best methods of selling businesses, achieving top value for our clients.
- Aldes Business Brokers is flexible. If additional services are required, you are welcome to engage directly with your Aldes Broker.
- Aldes Business Brokers possesses a wealth of knowledge and experience in the business broking industry. We have sold more businesses in Africa than any other business brokerage.

PLEASE NOTE: Your business will be marketed on, and in respect of, the detail and information provided by yourself. We reserve the right to claim damages should the information provided by you be incorrect.



This document in simple language

The Client

- You appoint Aldes to market your business for sale.
- You authorise Aldes to collect, recast, rework your business information and financials.
- You agree to act honestly and share all relevant information about your business.
- You commit to pay Aldes a Service Fee if you and your broker agree to this.
- You agree to pay Aldes a commission in the event that we introduce a Buyer.
- You agree not to negotiate with a buyer behind our back.
- You will keep us informed about any changes / movement in your business

The Broker

- Aldes will market your business for sale through our normal channels.
- Aldes will treat your business information as confidential.
- Aldes will obtain a Non-Disclosure Agreement before divulging your business information.
- Aldes will keep you informed on the progress of our marketing efforts
- Aldes will guide you through the sales process and recommend "the next steps".

You acknowledge that Aldes is not a Financial Service Provider (FSP) as defined in the FIAS Act 37 of 2002 and your Aldes Broker is not licensed to deliver intermediary services or give financial advice

How to increase the selling price of your business?

- Have proper financial statements available and be able to proof your profits.
- Be prepared to handover your business over a period of time.
- Be willing to accept terms of payment.
- Set a realistic asking price.
- Follow your Aldes Brokers advice.

PLEASE NOTE: Your business will be marketed on, and in respect of, the detail and information provided by yourself. We reserve the right to claim damages should the information provided by yourself be incorrect.

Minimum Requirements

	Fully completed and signed Aldes Business Brokers Seller Profile and Mandate*
	Annual Financial Statements or latest balance sheet and income statement of your business*
	Up to date management accounts for your business*
	List of assets of your business, including fixtures and fittings, plant and equipment and stock all with appropriate values*
	List of staff/employees of your business, including confirmation of salaries/wages, job description and length of service*
	Copy of the lease regarding your business trading premises
	Copy/ies of all licenses/authorities/permits or Franchise Agreements held in respect of your business
	Copy/ies of all Lease/HP Agreements related to your business, including confirmation of settlement figure/s
	VAT returns of your business for the last 12 months (if applicable)
	Monthly turnover figures of your business for the last 12 months
	Copy/ies of the ID Document/s of all owners/partners/members/shareholders/directors of your business (FICA Requirement)*

*The documents are required for an Aldes Broker to mandate your business.