


Trendsetter term sheet negotiations
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M&A Transaction Lifecycle

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***Private Equity
acquiring a majority
stake in a private
company***
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Pre-engagement Stage
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Pre-term Sheet Negotiations

- Negotiations on Transaction Structure
- Valuation

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Upon Engagement

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Term Sheet

- Summary of the material terms of the transaction including purchase price and payment mechanics, transaction structure, asset sale versus share sale

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During Engagement

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