Acquiring a Company Flowchart

Initial Negotiations on Structure, **Regulatory Filings** SEC Filings, if applicable Price, and Terms • Hart Scott Rodino Act Filing Approvals specific to regulated ٠ industries Parties Execute Letter of Intent (Optional) Interim **Obtain Consents & Approvals** Period • Hart Scott Rodino waiting period Parties Execute Non Disclosure expires Agreement and Begin Due Negotiation • Obtain Shareholder Approvals Diligence and Due Obtain approvals from industry • specific regulators Diligence Negotiation of Acquisition Agreement Finalize Terms of Buyer's Financing Approval of Acquisition Closing Agreement by Appropriate Parties (e.g., Board of Directors) Address Purchase Price Adjustments (e.g., based on closing **Execution of Acquisition** balance sheet) and provide Post-Agreement transition services. Closing

Press Release

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