MILLER COOPER & Co., Ltd

ACCOUNTANTS AND CONSULTANTS

Sell-side Financial Due Diligence

Miller Cooper's dedicated merger and acquisition team specialize in providing sell-side related services to companies of all sizes. We have a special expertise working with closely held businesses looking to sell. Unlike many large national or regional consulting firms, we focus on understanding your needs, no matter how large or small the transaction.

Our unique approach provides cost-effective, practical, and timely advice prior to your business sale. We focus on enhancing the quality of financial reporting which will minimize surprises and maximize value for your business. Our sell-side services include:

- Analysis of accounting methods and financial reporting practices
- Conversion to Generally Accepted Accounting Principles (GAAP)
- Assess historical quality of earnings and cash flows
- Identify and quantify nonrecurring adjustments to EBITDA
- Evaluate income tax filing positions and quantify potential exposure, if any
- Collaborate with investment banker to address risks and maximize value
- Assist with deal terms
- Provide tax projections and deal structuring to minimize taxes
- Assess quality of working capital and calculate working capital benchmarks
- Document accounting policies and procedures
- Analyze internal controls and systems improvement
- Outsourced CFO/controller/bookkeeper to assist in document preparation and buy-side diligence requests

Miller Cooper is uniquely equipped to provide value-added services to sellers of closely held businesses. Sell-side financial diligence can provide you with the confidence to market your business, minimize deal execution risk, and to maximize your business' value. We look forward to assisting in every phase of your transaction.

Miller Cooper & Co., Ltd.

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