

# Typical Steps in a Transaction

	Steps	DKN Assistance Equity Partner	DKN Assistance No Equity Involvement	DKN Assistance Services Retained
1	<ul style="list-style-type: none"> <li>Negotiating parties to agree cultural fit is likely</li> <li>Strategic intent and agreement to complete a transaction is present and has been determined</li> </ul>	Yes	Yes	Yes
2	Broad framework of deal to be agreed to by all parties, including the following: <ul style="list-style-type: none"> <li>deal form</li> <li>broad valuation parameters (multiples, consideration, payment splits, retentions)</li> <li>agreement on time frame to complete</li> <li>understanding roles and responsibilities of each party now and moving forward</li> <li>parameters and hurdles to be achieved in order for transaction to settle: taxation, legal consequence to be considered (including corporate restructuring of entities if required)</li> </ul>	Yes	Part	Yes
3	Financial, legal and strategic due diligence to be undertaken	Yes	No	Yes
4	Required Board approvals obtained	Yes	No	N/A
5	Finance approvals to be obtained if required	Yes	No	Yes
6	Legal documentation to be drafted, as applicable <ul style="list-style-type: none"> <li>Share Purchase Agreement</li> <li>Shareholders Agreement / Unit Holders Agreement</li> <li>Loan documentation (if required)</li> <li>Share Transfer documentation</li> <li>ASIC lodgments / notifications</li> </ul>	Yes	No	Yes