

Acquisition Search

TARGET REVIEW 6 Weeks

- Understand acquisition objectives
- Identify target characteristics
- Identify and assess targeted segments
- Finalize strategy and target list
- Prepare confidentiality agreements (C.A.)

Phase I Preparation & Contact 4-12 Weeks

- Contact approved targets, directly and via M&A network
- Conduct preliminary assessment of targeted companies
- Gather additional information from targeted companies
- Evaluate / assess target companies & Select Phase II target(s)

Phase II Discussions & Visits 4-8 Weeks

- Conduct company visits / management presentations
- Submit draft Letters of Intent
- Preliminary negotiation of terms and structure

Select Target(s) 4-6 Weeks

- Detailed analysis of target
- Further negotiate terms and structure
- Select preferred target

FINALIZE TRANSACTION 4-8 Weeks

- Draft and execute definitive agreement
- Conduct due diligence
- Close transaction

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telephone: 440-564-9492

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WEEKS

CLOSING