K3 DEAL ADVISORY

Beyond the Deal

K3dealadvisory.com

Dedicated Advisors

A suite of complementary services to support you before, during and after a transaction

Selling a business is rarely just about the deal itself.

For many shareholders, it is one of the most important commercial and personal decisions they will ever make. The right outcome depends not only on finding the right buyer, investor or funder, but also on preparing properly, understanding the financial position, protecting value, managing risk and planning for what comes next.

At **K3 Deal Advisory**, we connect business owners to the expertise they need across the wider **K3 Advisory Group** ecosystem. From transaction strategy and financial clarity through **K3 Advantage**, to tax-efficient exit planning through **K3 Tax Advisory**, legal support through **K3 Law**, and wealth planning through the Group's **Wealth Management division**, we help shareholders make informed decisions at every stage of the journey.

Our role is to bring the right people around the table, at the right time, so the transaction is not viewed in isolation, but as part of a wider plan for the business, the shareholder and their future.

Supporting the transaction. Supporting the shareholder.

A successful deal is built on more than valuation and negotiation. It requires preparation, clarity and joined-up advice.

Through our group-wide proposition, we can help business owners consider the wider picture, including:

- How to prepare the business for sale or investment
- How to present financial and operational performance clearly
- How to identify and manage tax considerations
- How to approach legal requirements with confidence
- How to respond to buyer or investor due diligence
- How to plan for personal wealth after completion.

This integrated approach helps reduce friction, strengthen confidence and support better outcomes.

Delivered through K3 Advantage

Financial clarity

Clear, reliable financial information is critical to a successful transaction. Buyers, investors and funders want to understand the numbers, the trends behind them and the true drivers of business performance.

Through K3 Advantage and AdvantageIQ, businesses can bring fragmented financial and operational data into a single, decision-ready view. This can help shareholders understand performance more clearly, identify risks and opportunities, and present the business with greater confidence during a transaction process.

For shareholders considering a transaction, this support can help create a clearer business narrative, improve preparation for diligence and strengthen conversations around value.

How this adds value:

- Creates a clearer view of financial and operational performance
- Helps identify risks, trends and value drivers earlier
- Supports a stronger transaction narrative
- Improves readiness for buyer, investor or funder scrutiny
- Helps shareholders make decisions based on evidence, not assumption

Delivered through K3 Advantage

Due diligence

Due diligence is one of the most important stages of any transaction. It is where buyers, investors or funders test the strength of the business, review its performance and assess potential risks.

Being prepared can make a significant difference. With the right support, due diligence can become more than a defensive exercise - it can help reinforce the value of the business and give counterparties confidence in the opportunity.

Through K3 Advantage, shareholders can access transaction-focused financial due diligence support, helping to assess performance, validate key financial information, identify risks and support valuation discussions.

How this adds value:

- Helps prepare for buyer, investor or funder scrutiny
- Identifies potential issues before they become deal obstacles
- Supports valuation and transaction confidence
- Provides data-led insight into performance and risk
- Helps keep the transaction focused, informed and moving forward

Delivered through K3 Tax Advisory

Tax-efficient exit

Tax planning is a key part of any exit strategy. The structure of a transaction can have a significant impact on the final outcome for shareholders, so it is important to consider tax implications early in the process.

Through K3 Tax Advisory, business owners can access specialist tax advice to help them understand the potential tax considerations linked to a sale, investment or succession event.

This may include reviewing the most appropriate transaction structure, identifying potential tax efficiencies and ensuring shareholders have clarity before key decisions are made.

How this adds value:

- Helps shareholders understand the tax implications of a proposed transaction
- Supports early planning before a deal structure is finalised
- Identifies potential efficiencies and risks
- Helps protect value for the exiting shareholder
- Provides joined-up advice alongside the wider transaction process

Delivered through the K3 Advisory Group Wealth Management division

Wealth management

For many business owners, completion is not the end of the journey. It is the start of a new chapter.

A successful exit can create new choices around personal wealth, family planning, investment, retirement, philanthropy or future business ventures. Planning early can help shareholders feel more confident about life after the deal.

Through Luna and Pareto, now part of K3 Advisory Group, shareholders can access specialist support to consider how best to protect, structure and manage the proceeds of a transaction in line with their personal goals.

How this adds value:

- Helps shareholders plan for life after completion
- Supports decisions around investment, protection and long-term financial planning
- Provides clarity around personal objectives before and after exit
- Helps align the transaction outcome with the shareholder's future ambitions
- Gives business owners confidence beyond the point of sale

Delivered through K3 Law

Legal support

Legal advice plays a central role in protecting both the shareholder and the transaction.

From heads of terms and sale agreements to warranties, indemnities, disclosure and completion mechanics, the legal process can be complex and time-sensitive. Having the right legal support in place helps ensure risks are understood, responsibilities are clear and the transaction progresses efficiently.

Through **K3 Law,** business owners can access legal support that works alongside the wider deal team, helping keep commercial priorities aligned with the legal process.

How this adds value:

- Helps shareholders understand legal obligations and risks
- Supports the negotiation and completion process
- Keeps commercial and legal priorities aligned
- Reduces delays and uncertainty
- Helps protect the shareholder's position throughout the deal

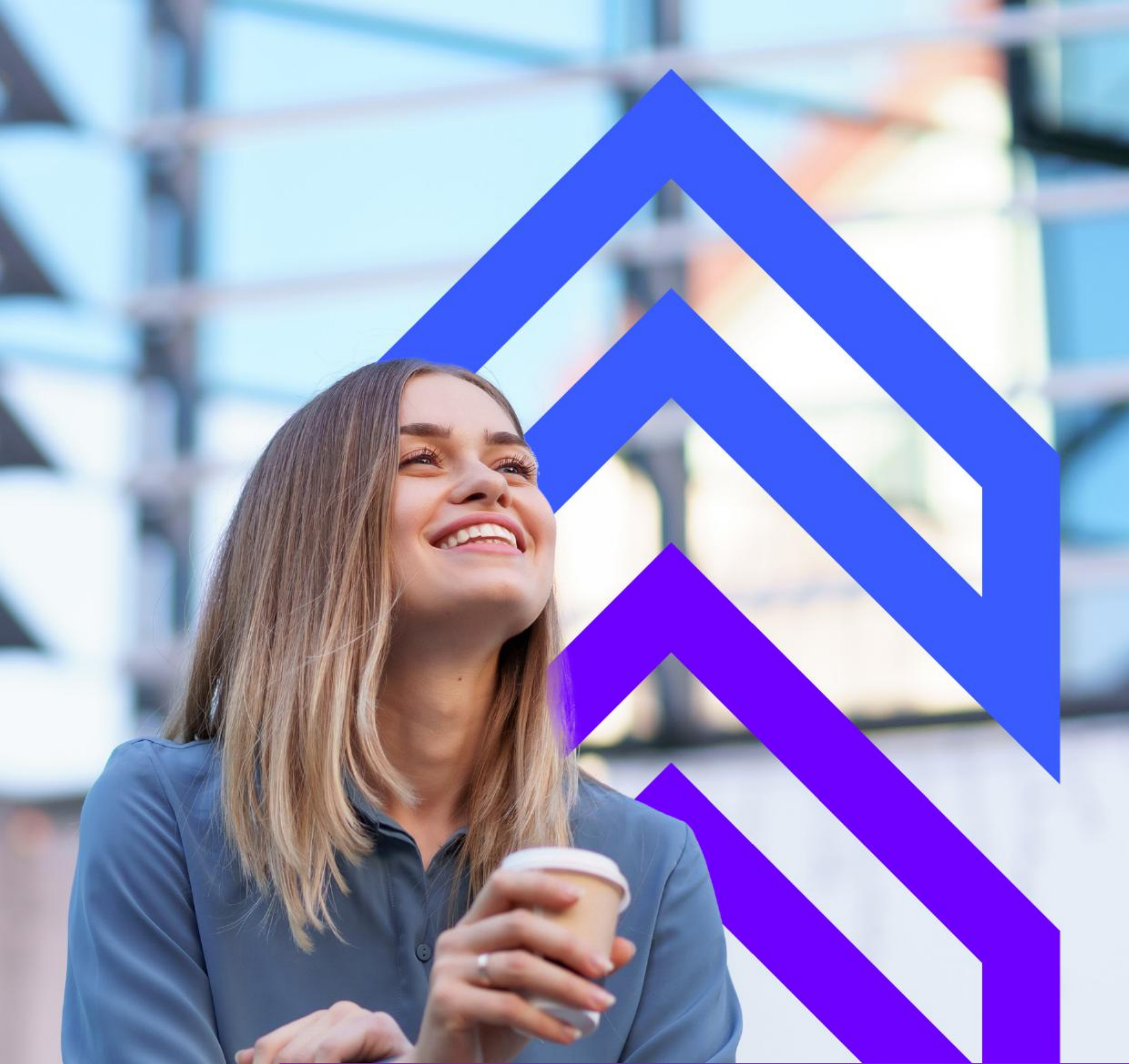
A connected approach to value

Every business owner's journey is different. Some need help preparing for a sale years in advance. Others need immediate support during a live transaction. Many need advice that extends beyond the business itself and into their personal financial future.

K3 Deal Advisory brings together transaction expertise with access to a broader ecosystem of specialists across K3 Advisory Group. This includes financial clarity and due diligence through K3 Advantage, tax-efficient exit support through K3 Tax Advisory, legal advice through K3 Law, and post-transaction planning through the Group's Wealth Management division.

This means shareholders can benefit from joined-up advice across the areas that matter most, with one clear objective: helping them realise the full value of what they have built.

We treat every deal with commitment and care, connecting business owners to the right expertise and helping them move forward with clarity, confidence and control.



Speak to K3 Deal Advisory

Whether you are preparing for a future exit, considering investment, responding to buyer interest or looking for clarity on your options, we can help you understand what is possible.

Start your exit conversation with K3 Deal Advisory.

K3 DEAL ADVISORY

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