



JAMIESON, ROSS & ASSOCIATES



CORPORATE PROFILE

Jamieson, Ross & Associates is a professional company specializing in mergers & acquisitions and general business brokerage. Our focus is on assessing, structuring and executing a wide range of transactions including mergers, acquisitions, general business sales, joint ventures, BEE empowerment transactions, management buy-outs, takeovers and valuations across a broad spectrum of industries. We are also involved in commodities with a client base on both the buy and sell side.

We are leaders in mid-market mergers and acquisitions and general business sales and our services are designed specifically for business investors, private equity investors and corporate strategic sellers or buyers.

Jamieson, Ross & Associates provides specialist advice and professional services with the ability to advise, facilitate and negotiate on a client's behalf throughout each crucial stage of a transaction from valuation through marketing to negotiation and closing. We are focused and process-driven but not formulaic. Our corporate culture is honesty and integrity with professional ethics of the highest standards. Confidentiality is always strictly enforced throughout any transaction process and our goal is to become the trusted partner of our client.

Jamieson, Ross & Associates has developed a unique approach to serving the needs of its clientele. We have experience in finance, economics and law and are well versed in negotiation and deal-making. We have extensive relevant experience in strategy consulting, investment banking, corporate finance, private placements, and M&A transactions.

We help private equity investors and corporate strategic buyers with the full range of issues including: due diligence; accounting and tax structuring; merger integration and post-transaction considerations and in doing so are :

- Selective - as we must invest a great deal in analyzing and packaging our clients, in targeting potential purchasers and in the successful execution of our process;
- Discreet & Confidential - confidentiality is always strictly enforced for your protection;
- Thorough - our thorough analysis of the client and the market at the start of the engagement ensures that we eliminate unpleasant surprises and deliver exceptional outcomes for our clients;
- Professional - we deliver a high level of professional expertise and experience typically not accessible or affordable for small to middle market firms.

Business Sales

Whether selling an entire business, a division, or simply an equity stake in a business, we thoroughly analyse the business and the relevant markets associated therewith and work with the seller to design the best strategy to take the business to market and to harvest the maximum value thereof.

We manage potential buyers and systematically evaluate offers with the business owner. We guide the business owner through every stage of the sale process. The details of our process are customized to meet the needs of the particular business, the market and the terms and payout requirements of each party.

Seller services that we provide include:

- Business analysis
- Market analysis
- Preparation of confidential memoranda
- Marketing of business opportunities
- Initial engagement with potential target buyers
- Vetting of prospective buyers
- Evaluation of letters of intent
- Deal negotiation and structuring
- Liaison with legal and accounting teams
- Due diligence management
- Closing

We manage the entire process from beginning to closing, meaning less interference in your business operation and optimization of the contract price and terms.

Business Acquisitions

Jamieson, Ross & Associates works with business investors, private equity investors and corporate strategic buyers to help them find, evaluate and acquire all or part of a business. We offer a level of strict confidentiality and professionalism at the earliest stages of an acquisition approach that can create an opportunity where the buyer's own direct approach would be met with hostility or indifference.

We work with buyers to translate their criteria into a profile that can be used to drive a focused acquisition search. A profile typically includes information about the target business sectors, sales volume, EBITDA, target regions, etc. We use this profile to identify and screen targets for the client. Targets are evaluated prior to making a confidential approach so that realistic expectations can be set very early in the subsequent discussions.

For businesses that have been approached by a seller or that are already considering an acquisition we provide a full range of M&A services to ensure that the right business is acquired at the best price and on the best terms.

Buyer services that we provide include:

- Acquisition criteria refinement and focus
- Development of acquisition parameters to drive the business search
- Target screening of potential businesses prior to contact
- Evaluation of potential business targets
- Determining realistic valuations and ironing out integration issues
- Deal negotiation and structuring
- Due diligence
- Closing

Management

Since its inception at the beginning of 2009 under the leadership of Craig Jamieson, the firm has been inundated with enquiries from business owners and corporate firms around the country and abroad, seeking expert advice and assistance in both the sale and acquisition of businesses within all sectors of the market place.

Jamieson, Ross & Associates is based in the office suites at the Royal Palm Hotel, Gateway in Umhlanga New Town Centre, KwaZulu Natal and Craig Jamieson, with his wealth of knowledge in the field of corporate finance, legal and strategic management along with his widespread experience in international financial structuring, ensures consistent and thorough representation in all areas of mergers and acquisitions.

Lorraine Ross, previously with Aldes Business Brokers Head Office, has 18 years business broking experience and was Aldes top broker countrywide for four consecutive years. She offers a wealth of experience in all aspects of business broking, having facilitated and negotiated many sales and purchases across the broad business spectrum over the years.

Jamieson, Ross & Associates look forward to being of assistance to YOU.

Contact us :

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