

INTERVIEW

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TOPIC A - [Financial Reasons]

Q1 – What has your annual revenue been for the past 5 years?

TYPE ANSWER

Q2 – How has your annual revenue changed pre investment to post investment?

TYPE ANSWER

Q3 – Has your Cost of Goods Sold increased or decreased over the years prior and post investment?

TYPE ANSWER

Q4 – How have your sales been affected, whether positively or negatively, in terms of numbers prior and post investment?

TYPE ANSWER

TOPIC B - [Legislature, Government Policy, and Politics]

Q5 – Are there any government laws or legislature in the areas that you operate in that will negatively affect your profitability and business should you continue with divestiture?

TYPE ANSWER

Q6 – How does the political playing field look like and how can that influence your business badly should you opt to disinvest?

TYPE ANSWER

Q7 – Are there any politicians or ministers within the regions that you operate in that may have an undue influence on your business that may affect your business negatively should divestiture be considered?

TYPE ANSWER

Q8 – Would there be any changes in national and internationals between regions that you operate in that would make a divestiture a poor business move in the next 5 to 10 years?

TYPE ANSWER

TOPIC C - [Synergy/Differences with Company Strategy]

Q9 - How does the divestiture align with the company's overall strategic vision?

TYPE ANSWER

Q10 - What specific synergies or challenges do you anticipate between the divested business and the core company following the divestiture?

TYPE ANSWER

Q11 - How will the divestiture enable the core company to focus on its core competencies and drive growth?

TYPE ANSWER

Q12 - What key performance indicators (KPIs) will be used to measure the success of the divestiture, and how will they align with the company's overall strategic objectives?

TYPE ANSWER

TOPIC D - [Company Values, Mission/Strategy and Ethos/Culture]

Q13 – Is the company strategy hindered by the current business unit and will selling it bring the company closer to aligning with its strategy to achieve its goals?

TYPE ANSWER

Q14 – How well has the company used and instilled company values and culture in the dressing room to ensure that employees working under said business unit work optimally and efficiently to bring out the highest performance and profitability from said business unit?

TYPE ANSWER

Q15 – How many employees will be let off should the business unit be sold in comparison to how many can be let off without selling the business unit and how do these differences in numbers affect profitability and company morale in the employees as this affects the overall performance of the company?

TYPE ANSWER

Q16 – Has the company considered how divestiture goes for or against company mission and values and how this may affect policy that the company has put in place to protect its employees and working environment?

TYPE ANSWER

TOPIC E - [Company Leadership/Executive]

Q17 – What has been the track record of the leadership in terms of performance scores in their decision prior for them deciding that divestiture is the best decision for the company going forward?

TYPE ANSWER

Q18 – Is the company led by the most experienced and ethical leadership/executive team?

TYPE ANSWER

Q19 – What were the voting percentages from each of the members of the leadership team in the decision to sell or not to sell the business unit that is currently being put up for sale? Is the decision to divest by the executive convincing in terms of the reasoning and justification behind it from the executive individuals?

TYPE ANSWER

Q20 – Do the executive team have any external business interests or shares held that may benefit from the divestiture of the company and has this been considered or looked at by any external regulator or board of directors in order to assess if the decision to sell was a decision taken with integrity and not hidden agendas by

some members of the board/leadership/executive team?

TYPE ANSWER