



Exit Strategy Planning

Bhadale IT

Objectives



Outlining Exit Strategy for Startup

It will allow owners in liquidating their stake in business. Help them in two ways—



Earn Substantial Profit
› If Business is Successful



Limit Losses
› If Business is Unsuccessful

Looking into Various Exit Strategies

- > M&A Opportunities
- > Public Offering

- > Management buyout
- > Strategic Acquisition by 3rd party

- > Acquires
- > Liquidate

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01

Introduction

Brief Description About
Top Management

Milestones Achieved During
Years FY 2012 - 2022

Organizational Chart with Key
People Involved

Ownership Pattern of
Shareholders

Brief Description About Management

The slide provides information about the key people who are currently associated with our firm in terms of the founders, investors, employees, and amount of funds generated, etc.

Founder



Vijayananda Mohire

Initial ideas of a startup seeded in – 2012

Location – Toronto, ON



Investors



Vijayananda Mohire



ICT Council of Canada

Funding



Startup Valuation price 2022

Family Raised 01/2012 +

Canadian Federal grants for training and startup support

Advisors

MaRS,
Toronto, ON



ICTC,
Toronto, ON



VentureLab, North
York, ON



JVS, Toronto, ON



Technology

- o SaaS Delivery Model- Solution Café
- o Fastest and accurate solutions
- o AI & quantum computing platform
- o 50+ industries served
- o 1000+ Ready to use solutions

Response time per request (typical real world problem)

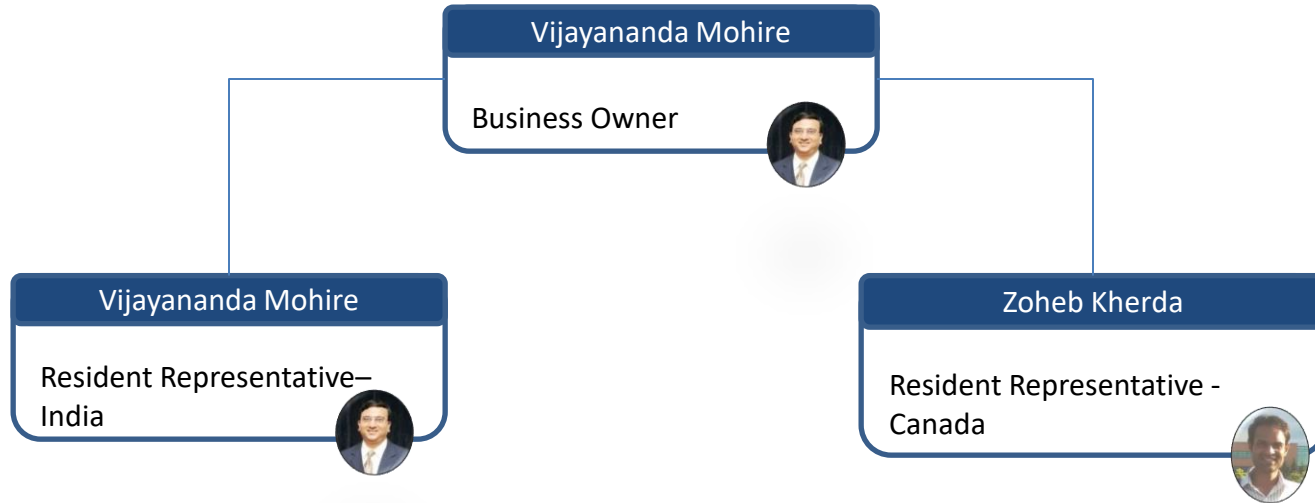
30+ more days

Competitor X

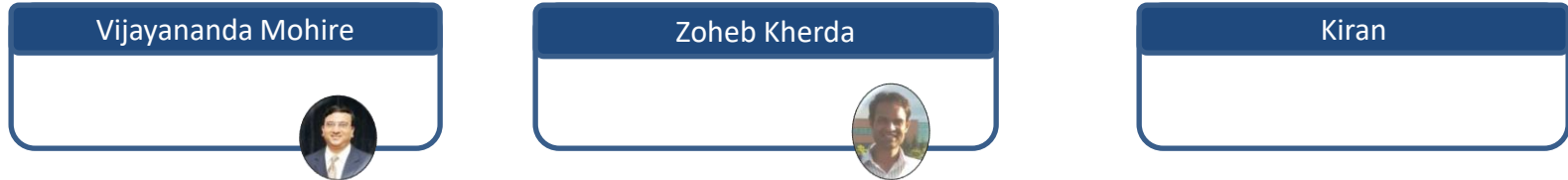
1 day+

Our performance

Organizational Chart with Key People Involved



Professionals having interest in the startup, post acquisition



This list will be populated once other prospective members show their interest

Individual interest / agreements/buyout options are needed prior to engaging with the professionals. We do not have details of prospective buyers or offer details

Ownership Pattern



Vijayananda Mohire

100% - see Note 1

Shareholder Name



Note 1: Majority of the assets have been developed by Vijayananda (Business owner) with minimum external help or investments

Representatives do not hold ownership, nor are liable for any risks or liabilities

Milestones Achieved during Years FY12-21

The slide provides information about the key milestones firm has achieved in the past few years.



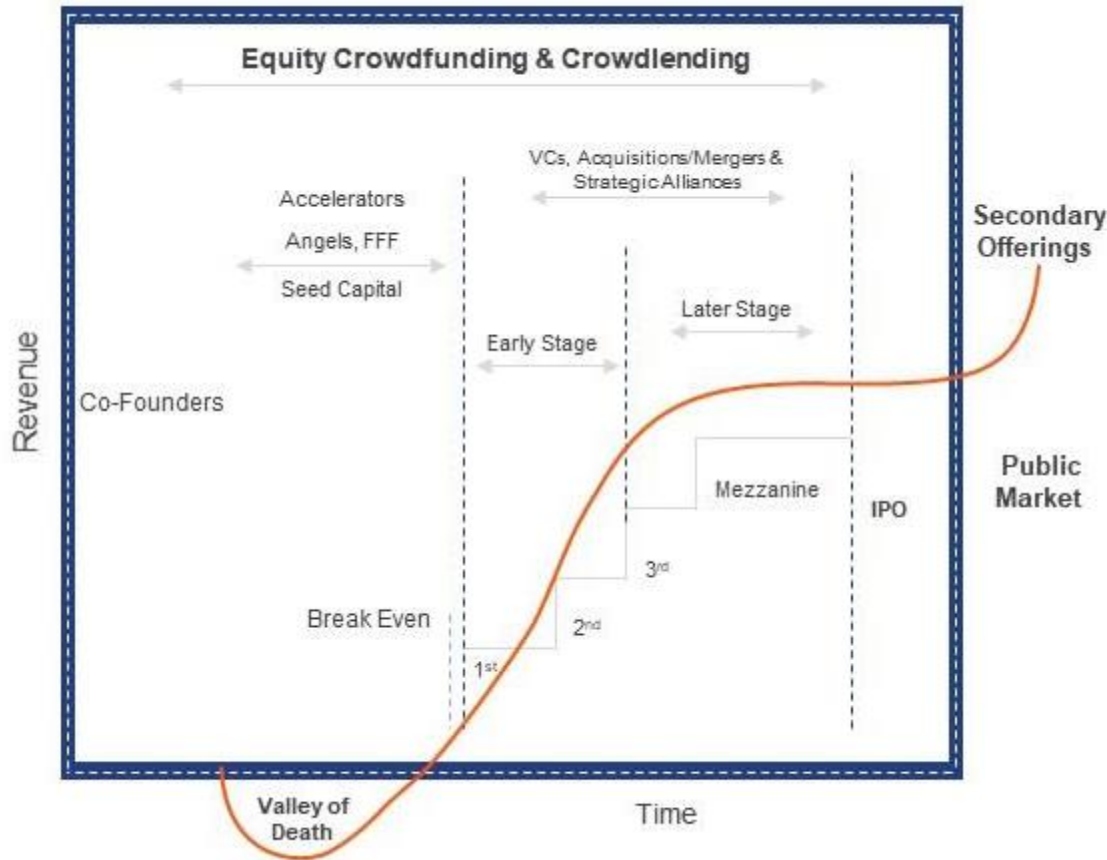
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Moving Ahead Towards Exit Stage



Firm funding cycle to raise capital

Firm Funding Cycle to Raise Capital



Seed Stage:

- After the process being vetted & validated
- Founder makes investments
- Funds raised: \$5k

Early Stage(1st):

- Founder + Parents + Fed invests
- Funds raised: \$20k
- Federal Grants: \$5k
- Startup trainings:\$5k

Proposed Early stage funds:

- Funds to be raised : Based on market valuation & buyer's offer price

Note

Now our founder is looking for an exit option and would like to sell 100% of company's stake through any of the suitable exit options

03

What are Different
Ways to Exit Firm ?



Exit Approaches



What are Different Ways to Exit Firm?

Initial Public Offering (IPO)

- Selling part of business to the public in form of shares
- Public shares Issuance helps firm in raising capital from public investors
- Liquidity Enhancement

Management Buyouts

- , Company's management team acquires its assets and operations from its current owners
- , Financed through combination of debt or private equity investment
- , Debt is collateralized by company assets
- , Provides Owners with Immediate Liquidity

Strategic Acquisitions by Third Party

- , Venture backed companies look out for strategic acquisitions
- , Acquirer had an option to retain management team, may make substantial changes in firm's operations, staff and business lines

Acqui-hires

- Acquiring a company primarily to recruit its employees, rather than to gain control of its products or services
- Is a mixture of Intellectual Property assignments, transfer of various web assets and an employment agreement
- Acqui-hire valuation is mainly based on your employees' perceived value to the buyer.

SPAC merger

- Is a shell corporation listed on a stock exchange with the purpose of acquiring a private company, thus making it public without going through the traditional initial public offering process

Liquidate

- Recoveries through asset sales to raise capital for any debts
- Preferences to sell and debt clearance

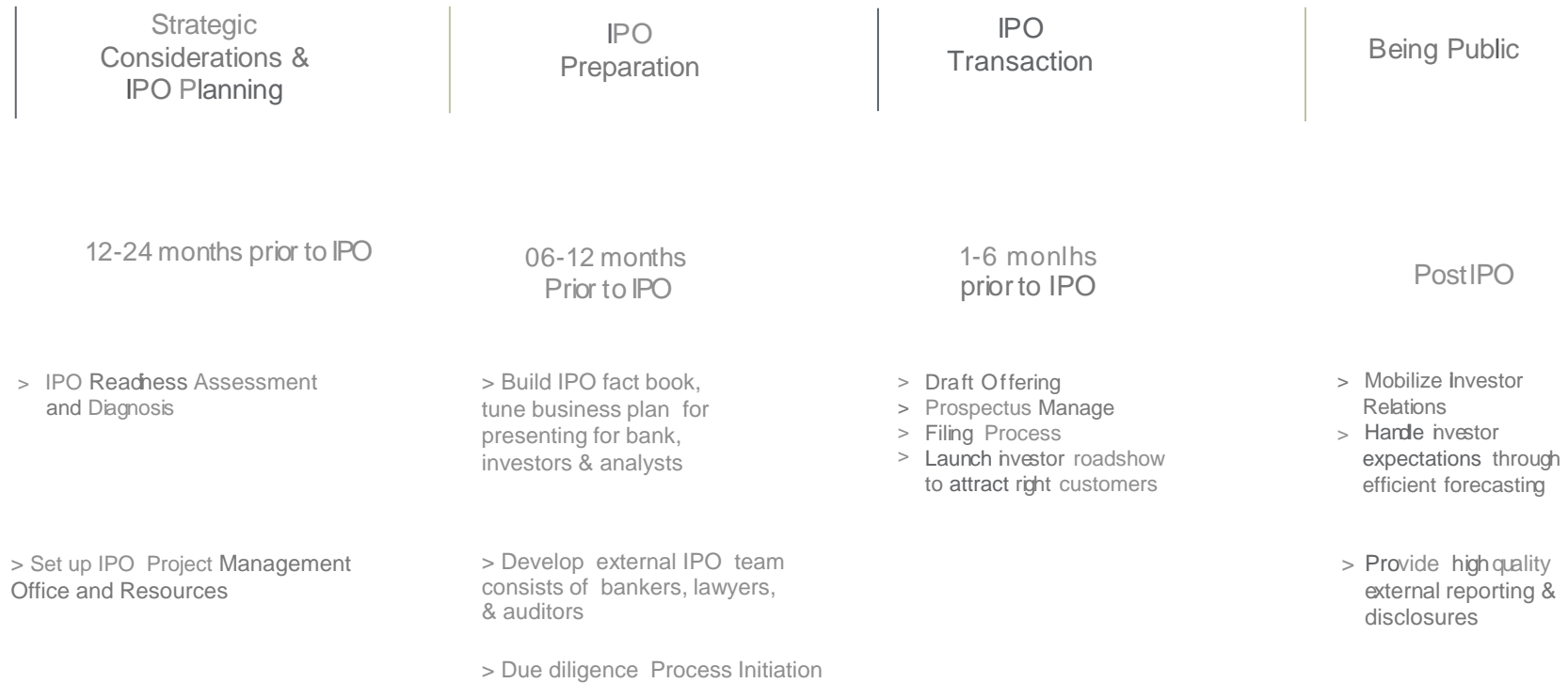
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Initial Public Offering



Initial Public Offering Process

Initial Public Offering Process



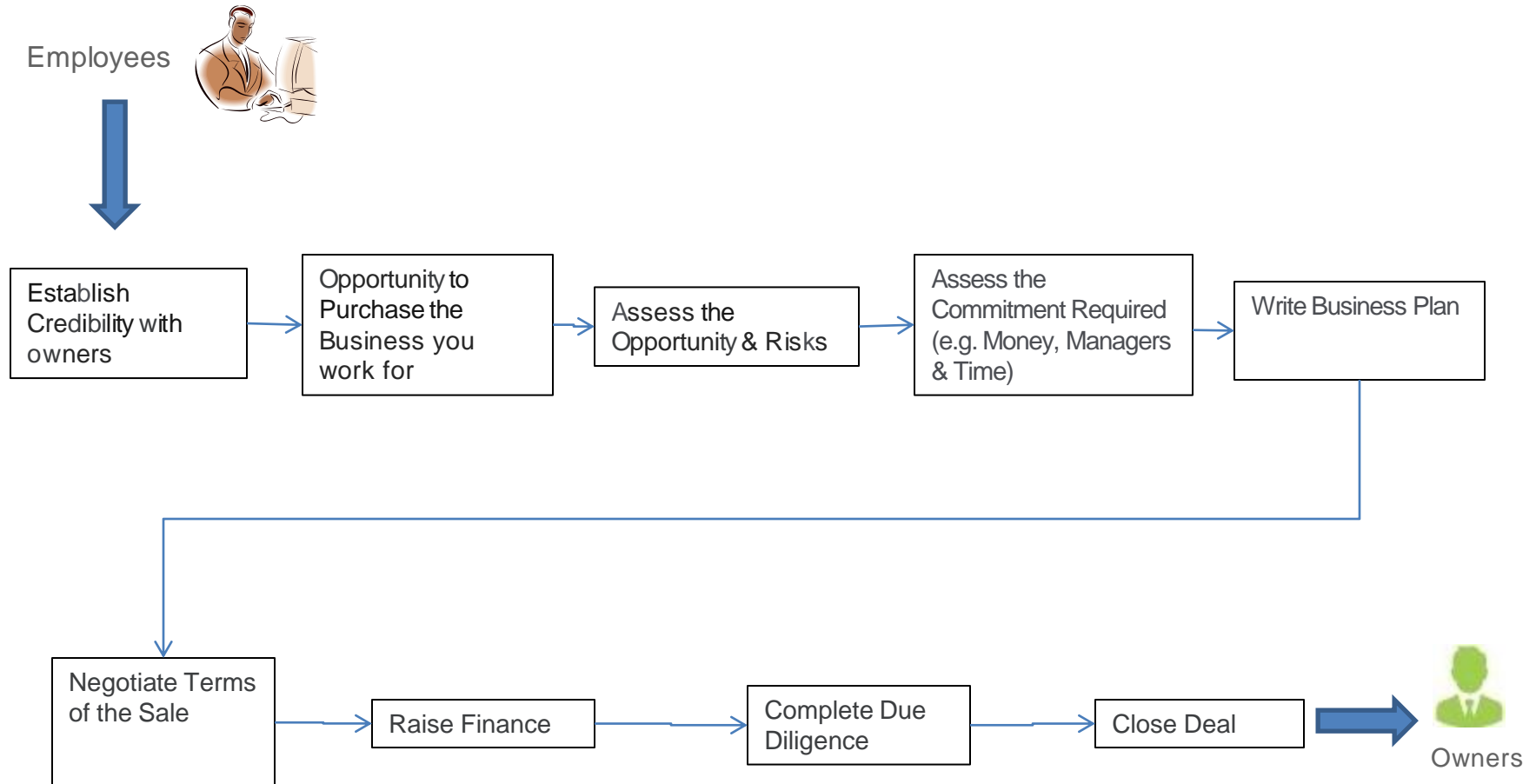
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Management Buyout



Management Buyout Process

Management Buyout Process

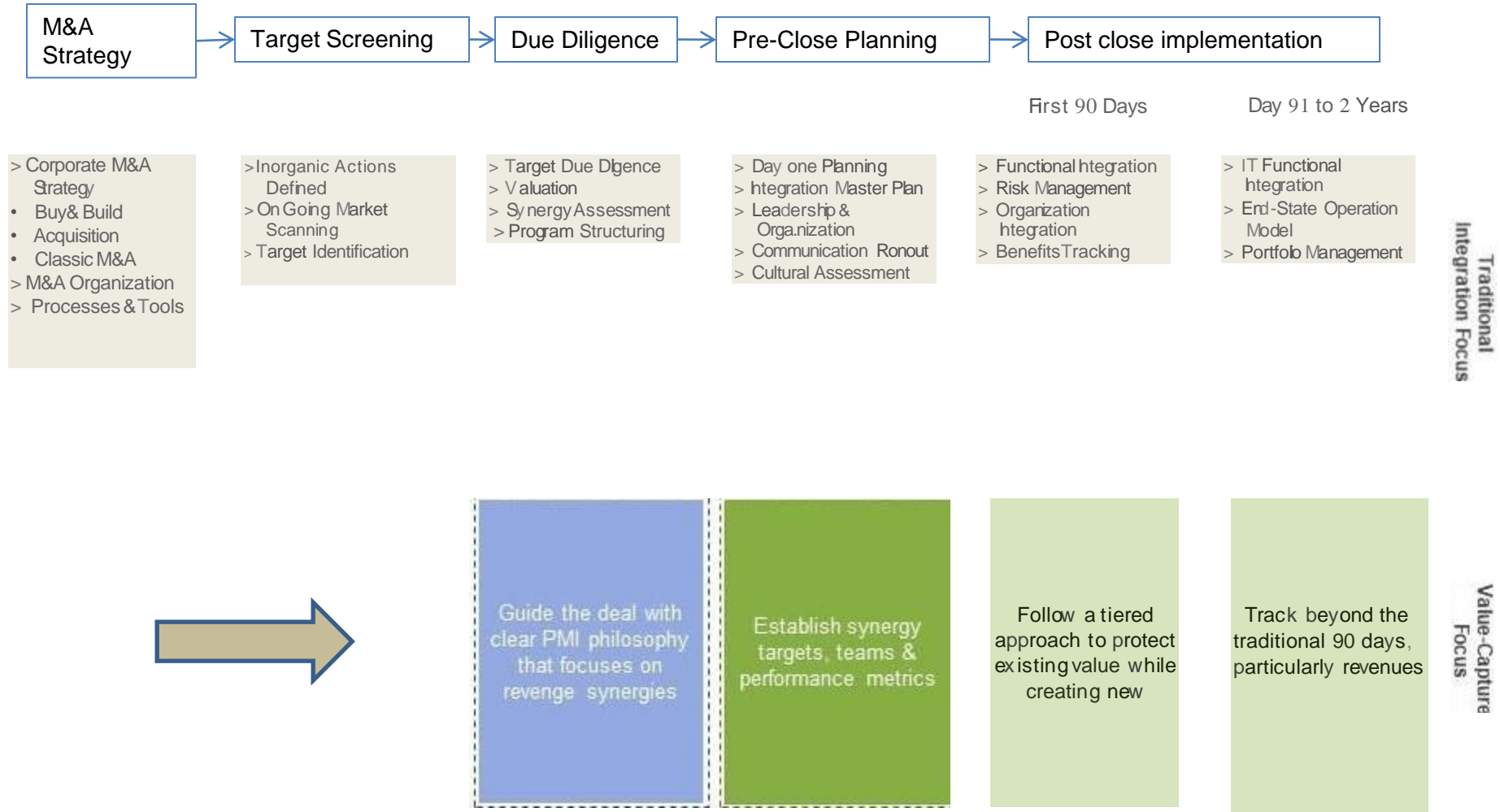


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Strategic Acquisition by Third Party

Strategic Acquisition by Third Party Process

Strategic Acquisition by Third Party Process



07

Acquihires

Strategic Acquisition by Acquires Process

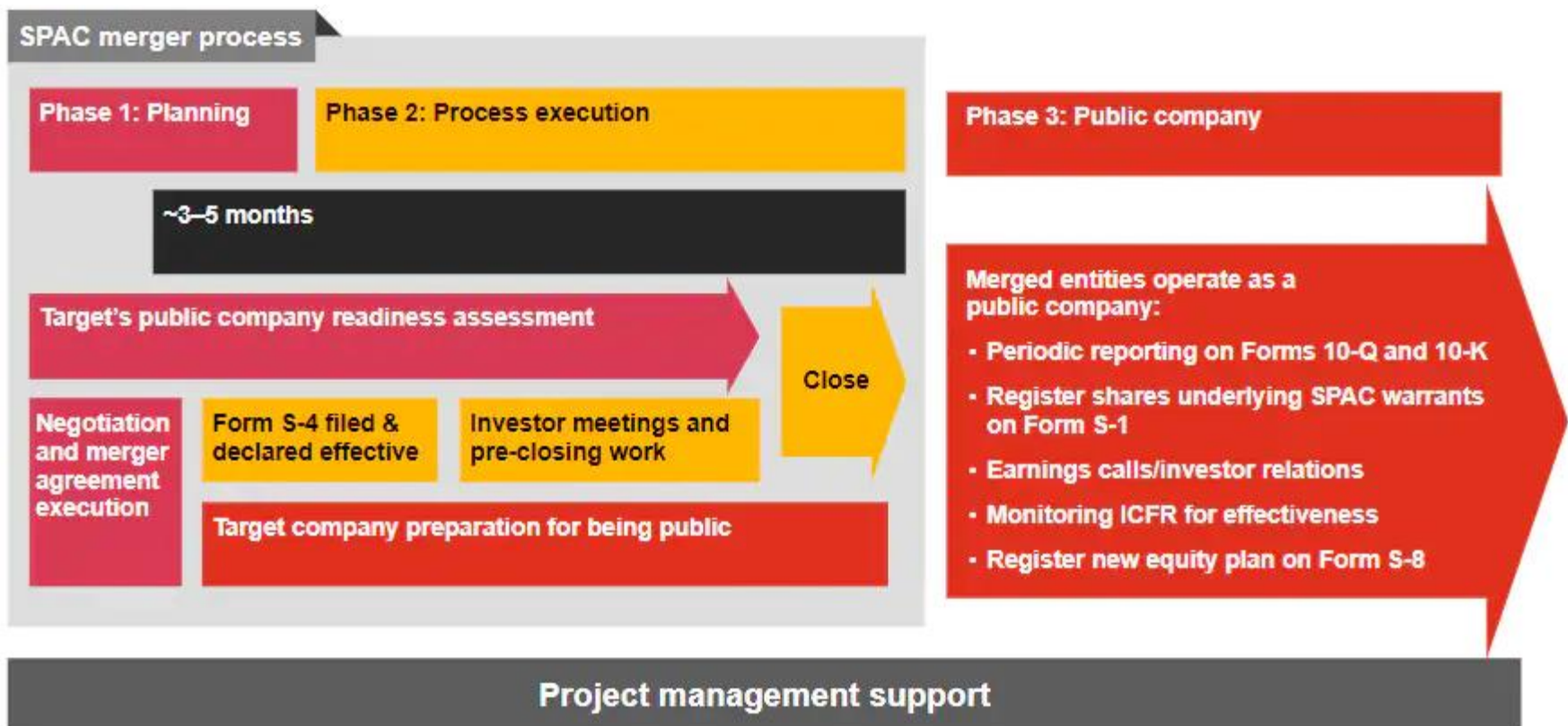
Acquihiring Process



08

**Special
purpose
acquisition
companies
(SPAC)
merger**

Strategic Acquisition by SPAC merger Process



Source: PwC

09

Liquidate

Strategic Acquisition by Liquid Process

Liquidate Process




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Our preferred exit option

- Strategic buyout by third party with some steps from Acquirehires that enable better insights of the asset quality, buyout clarity and several options for investors to look into.
- A Win-Win situation should be preferred as arguments, disputes, and blame games do not take the situation anywhere
- Always remember that there are ample opportunities, talent and companies available in the open market that have niche skills, and talent that might not always fit into your exact needs.
- Money is just a number and a figure, that needs good and honest people to take care of without a need for the Fed to write off debts
- Sustainability and global working conditions, licenses, relocation and care for the human values always are needed to support inclusion and non-discrimination

Thanks for Watching



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