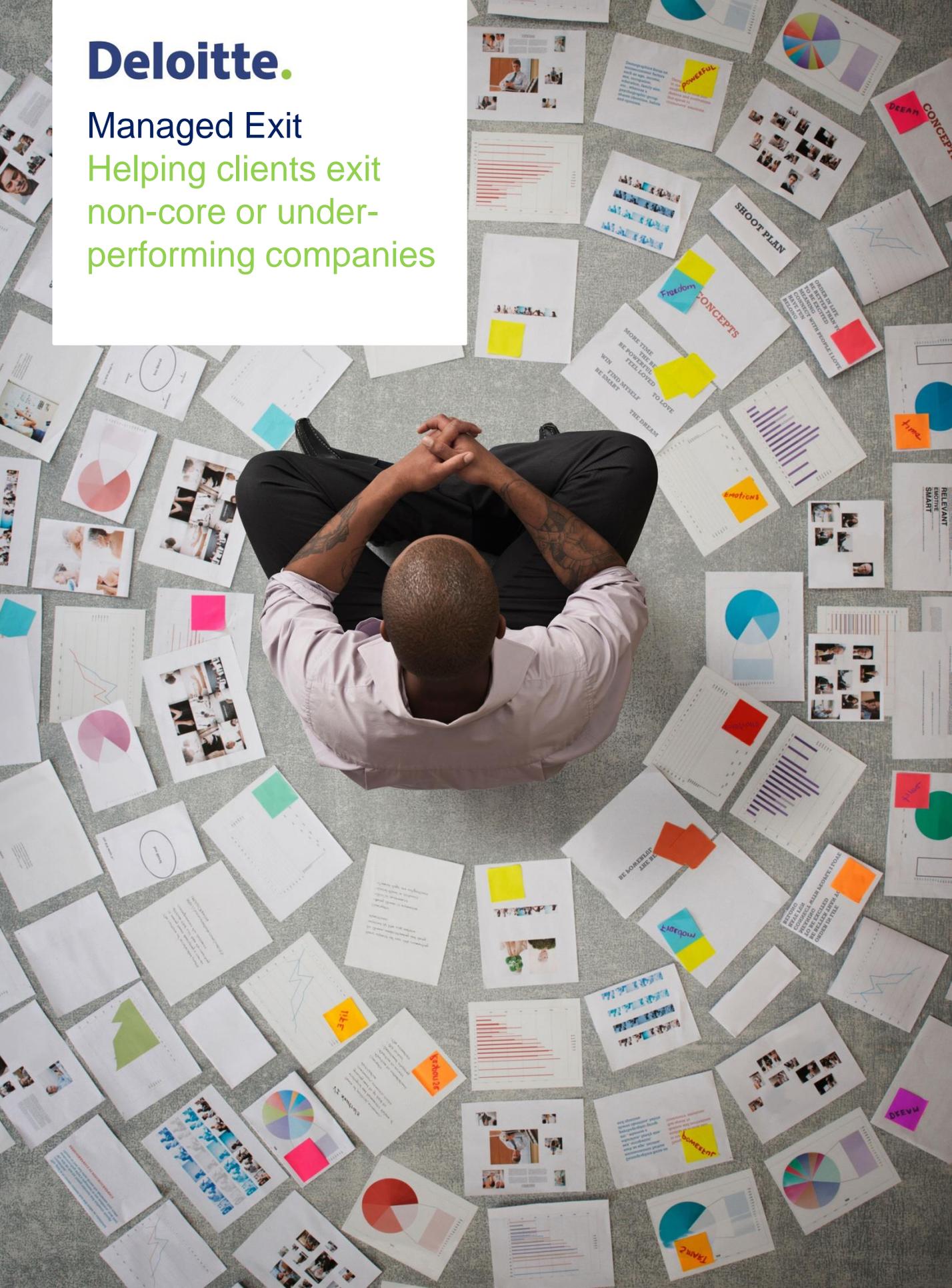


# Deloitte.

## Managed Exit

Helping clients exit  
non-core or under-  
performing companies



We work with clients to determine optimal exit routes, and plan and implement managed withdrawals from non-core or under-performing businesses; providing day to day project management, supervision and or leadership to ensure that the objective of the plan is met.

## Options Analysis

Fast Track M&A

Wind Down & Closure

Corporate Simplification

*Helping clients find the optimal way of dealing with non-core or under-performing companies*

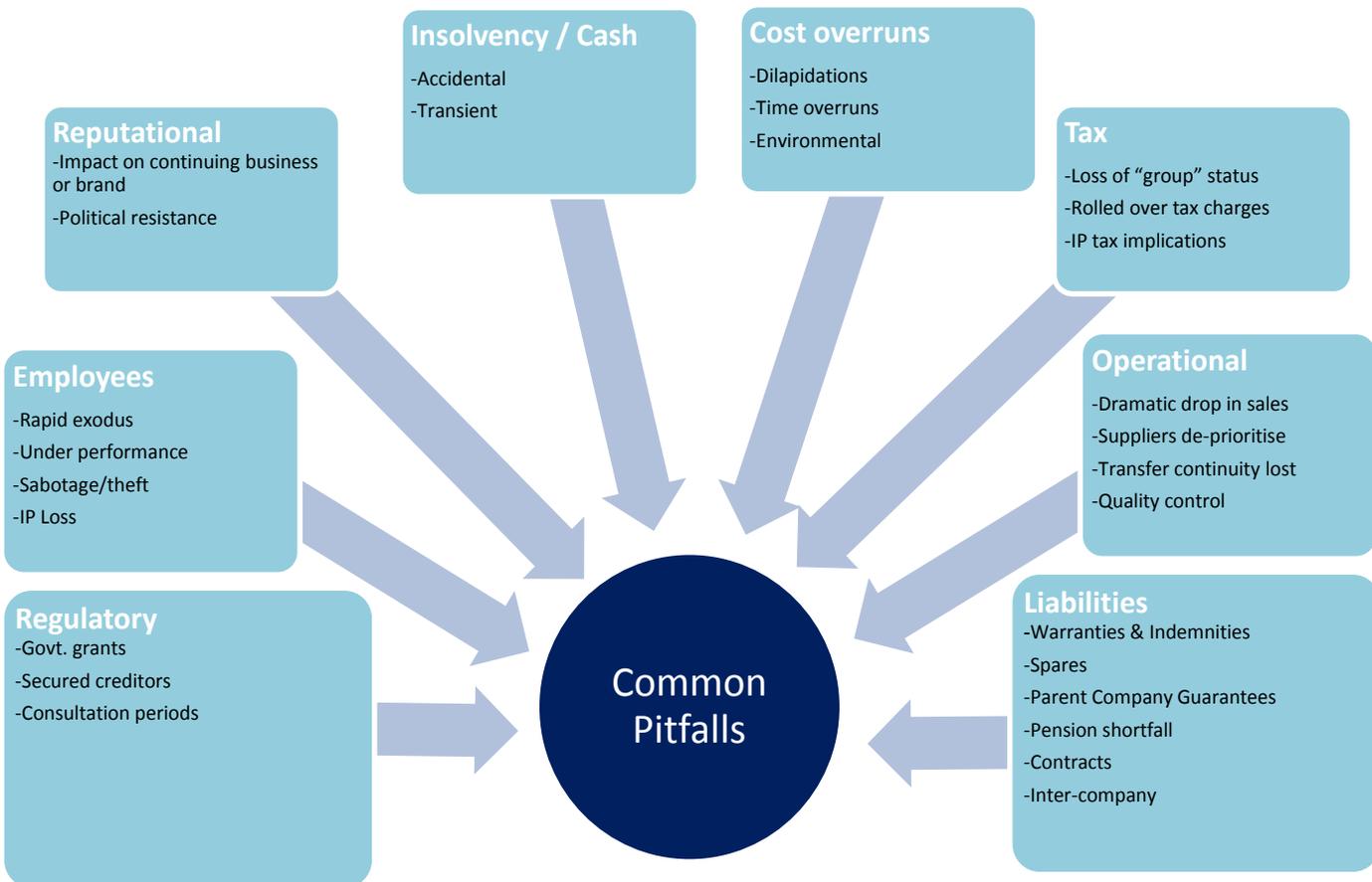
Where an exit from the business is being considered we have the skills to help, irrespective of whether the appropriate exit route is via a sale or a closure.

In these circumstances, a speedy outcome is often preferred and this is where our specialist Fast Track M&A team supports clients looking for a prompt disposal.

Alternatively, where a sale is not possible or desirable, our Wind Down and Closure expertise enables us to assist in scoping, planning and implementing a closure.

Where a corporate entity is being wound down, our Corporate Simplification team can manage the process resulting in the strike-off of the entity.

**A range of pitfalls are likely to be encountered during a business closure. Our approach is designed to guide you through these pitfalls.**



## Our experience and methodology combine to deliver a product that provides value in a number of areas.

Minimises risk	<ul style="list-style-type: none"><li>Engagement of an experienced, dedicated, Deloitte team combined with our methodology minimises risk across multiple risk areas as well as the continuity of the on-going business.</li></ul>
Injects pace	<ul style="list-style-type: none"><li>Deloitte will rapidly assemble a core team of individuals who specialise in managed exits (across the globe if necessary) which will “hit the ground running” from day one.</li><li>Deloitte will quickly tailor a bespoke approach, based on a proven methodology, which will optimise the overall lead-time.</li></ul>
Optimises management focus	<ul style="list-style-type: none"><li>Deloitte’s involvement will help optimise the time spent by the management team on exiting the old business versus running the on-going business.</li></ul>
Provides easy access to specialists	<ul style="list-style-type: none"><li>Throughout the project, detailed and specific questions will arise that can only be addressed by specialists; the Deloitte core team can draw from specialists within the firm in many subject areas and geographies rapidly and seamlessly.</li></ul>
Brings an objective perspective	<ul style="list-style-type: none"><li>Exiting a business can be emotional and distressing for management who have built the business and worked closely with those impacted by the change. Deloitte brings an objective unbiased perspective which minimises delays whilst acting fairly and with compassion.</li></ul>
Maximises residual value	<ul style="list-style-type: none"><li>Having a dedicated, experienced, impartial, team to focus exclusively on the targeted outcomes (e.g. speed or least cost, least adverse PR, smoothest transfer of production or a combination of these) maximises the achievement of results.</li></ul>

### Top five identifiers of Managed Exit issues:

1. Business has no strategic fit and/or is unprofitable and management require advice on their options.
2. An orderly wind-down or transfer of activity is required.
3. Superfluous assets need to be disposed of.
4. Requirement for stakeholder management and/or commercial stakeholder negotiations.
5. Redundancy and/or relocation of staff.

---

CEOs continually tell us that when they have undertaken exit in house, they have been unhappy with the outcome.

# Contacts

For further information please contact:



**Rob Harding**

Fast Track M&A Lead Partner

0207 007 2514

0778 510 4779

robharding@deloitte.co.uk



**Richard Hawes**

Regional Managed Exit Lead Partner

0292 026 4307

0774 833 3869

rhawes@deloitte.co.uk



**Stephen Browne**

Corporate Simplification Lead Partner

0207 007 8926

0771 037 8740

stebrowne@deloitte.co.uk



**Paul Meadows**

Fast Track M&A Lead Director

0121 695 5061

0777 595 1393

pameadows@deloitte.co.uk



**Claire Gambles**

Regional Managed Exit Lead Director

0121 696 8695

0797 947 4698

cgambles@deloitte.co.uk



**Yvonne Butler**

Corporate Simplification Director

0207 007 2550

0789 906 6186

ybutler@deloitte.co.uk

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited ("DTTL"), a UK private company limited by guarantee, and its network of member firms, each of which is a legally separate and independent entity. Please see [www.deloitte.co.uk/about](http://www.deloitte.co.uk/about) for a detailed description of the legal structure of DTTL and its member firms.

Deloitte LLP is the United Kingdom member firm of DTTL.

This publication has been written in general terms and therefore cannot be relied on to cover specific situations; application of the principles set out will depend upon the particular circumstances involved and we recommend that you obtain professional advice before acting or refraining from acting on any of the contents of this publication. Deloitte LLP would be pleased to advise readers on how to apply the principles set out in this publication to their specific circumstances. Deloitte LLP accepts no duty of care or liability for any loss occasioned to any person acting or refraining from action as a result of any material in this publication.

© 2015 Deloitte LLP. All rights reserved.

Deloitte LLP is a limited liability partnership registered in England and Wales with registered number OC303675 and its registered office at 2 New Street Square, London EC4A 3BZ, United Kingdom. Tel: +44 (0) 20 7936 3000 Fax: +44 (0) 20 7583 1198.