|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|   |   |   |   |   |   |   |   |
|   |   |   |   | BUSINESS ACQUISITION |   |
|   |   |   |   | **Work Breakdown Structure** |   |
|   |   |   |   |   |   |   |   |
|   |   | **PHASES** |  | **TASK** | **DEADLINE** | **RESPONSIBLE** |   |
|   |   |   |   |   |   |   |   |
|  **01** |   | Plan an acquisition strategy |   | Set up goal | Jan 09, 2023 | S.Dilbert |   |
|   |   | Benefits listed | Jan 14, 2023 | B. Elora |   |
|   |   | Define acquisition type | Jan 22, 2023 | S. Dilbert |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |  **10****09****08****07****06****05****04****03****02** | Establish the search criteria for the opportunity |   | Management can be improved | Feb 05, 2023 | M. Willson |   |
|   |   | Lack of treasury to be covered | Feb 08, 2023 | M. Willson |   |
|   |   | International expansion opportunity | Feb 22, 2023 | Y. Hammer |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   | Search for potential targets |   | Analyse objectives condition | Feb 27, 2023 | M. Willson |   |
|   |   | Opportunities offered by banks | Mar 02, 2023 | M. Willson |   |
|   |   | Professional references | Mar 04, 2023 | Y. Hammer |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   | Planning the transaction |   | Contacting companies | Mar 15, 2023 | N. Pikachu |   |
|   |   | Assess the potential companies | Mar 31, 2023 | G. Beavis |   |
|   |   | NDA agreements handling | Apr 10, 2023 | D. Castiel |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   | Analysis of the company |   | Ask for additional information | Apr 20, 2023 | A. Fester |   |
|   |   | Evaluate the potential acquisition | Apr 30, 2023 | A. Fester |   |
|   |   | Financial statements examination | May 06, 2023 | Y. Hammer |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   | LOI (Letter of Intent) and Negotiations |   | First offer (non-binding) | May 11, 2023 | T. Dagwood |   |
|   |   | More detailed negotiations | May 25, 2023 | R. Yoda |   |
|   |   | Binding offer | May 31, 2023 | Z. Merida |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   | Due Diligence |   | Confirm or correct the evaluation  | Jun 04, 2023 | U. Challa |   |
|   |   | Due diligence report creation | Jun 20, 2023 | B. Harris |   |
|   |   | Offer corrections (Final offer) | Jun 25, 2023 | L. Loyd |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   | Drafting of contracts and other transaction documents |   | Payment method and guarantees | Jul 08, 2023 | J. Nakashima |   |
|   |   | Power sharing definition | Jul 12, 2023 | W. Johnson |   |
|   |   | How to retain key people | Jul 18, 2023 | S. Paris |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   | Finance for the operation |   | Stable cash flow management | Jul 25, 2023 | F. Sonic |   |
|   |   | Investment program definition | Jul 30, 2023 | A. Wednesday |   |
|   |   | Amount of funds needed defined | Aug 10, 2023 | M. Poup |   |
|   |   |   |   |   |   |   |   |
|   |   |   |   |   |   |   |   |
|   |   | Closing and integration for the acquisition |   | Signing of the commercial operation | Aug 28, 2023 | H. Morris |   |
|   |   | The effective integration | Sep 10, 2023 | V.Gage |   |
|   |   | Internal protocols revisions | Sep 30, 2023 | B. Barton |   |
|   |   |   |   |   |   |   |   |
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