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|  |  |  |  |  |  |  |  |
|  |  |  |  | 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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