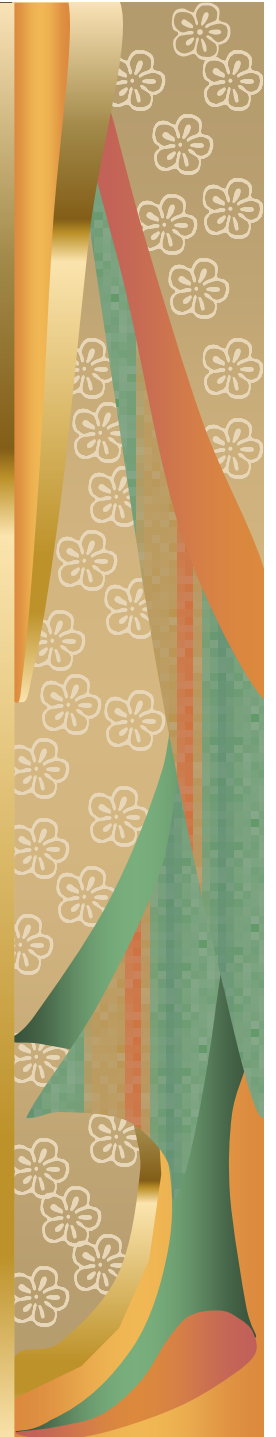


AKKA
Business Forum
SEPTEMBER 3, 2010

Navneet S. Chugh
Attorney-at-Law, C.P.A.
Managing Partner, The Chugh Firm

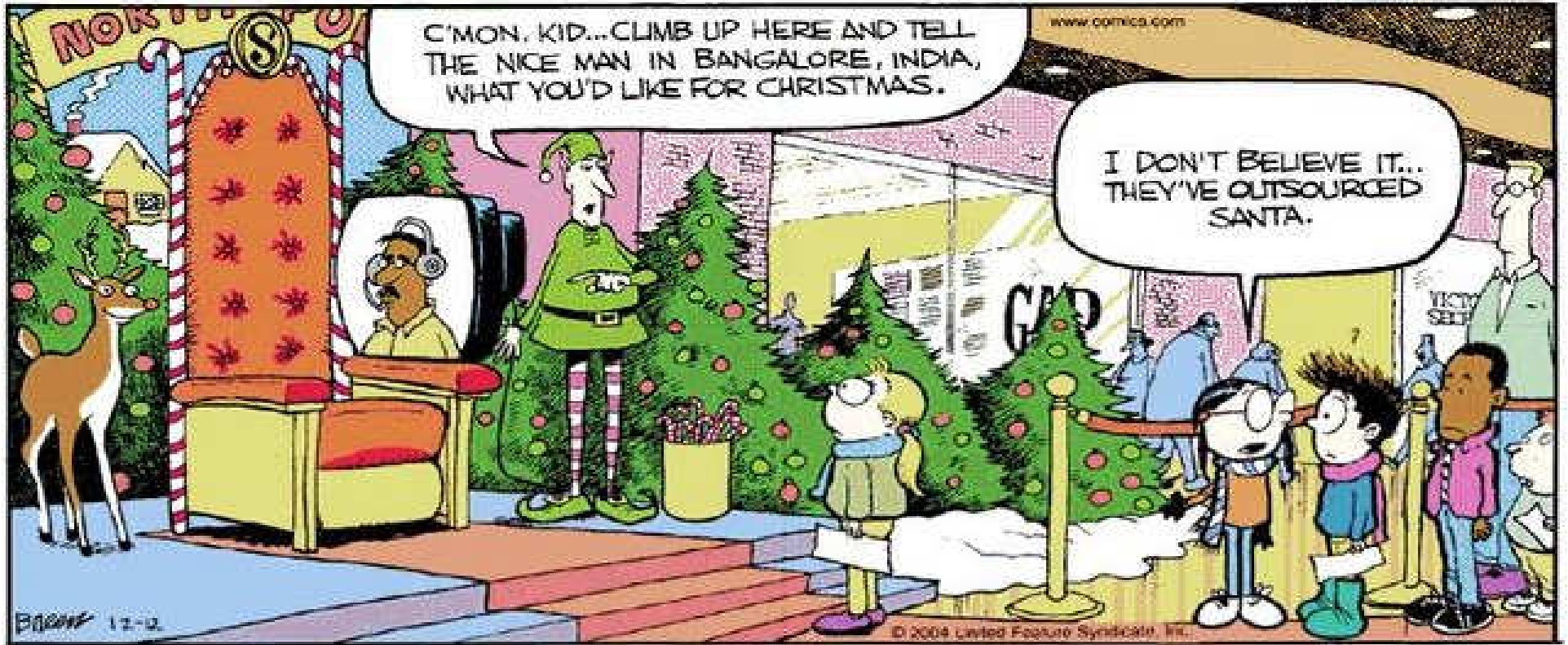
In USA: Los Angeles | Santa Clara | Iselin, NJ | Atlanta
In India: Bangalore | Chennai | New Delhi | Mumbai

The Chugh Firm



GRAND AVENUE

BY STEVE BREEN

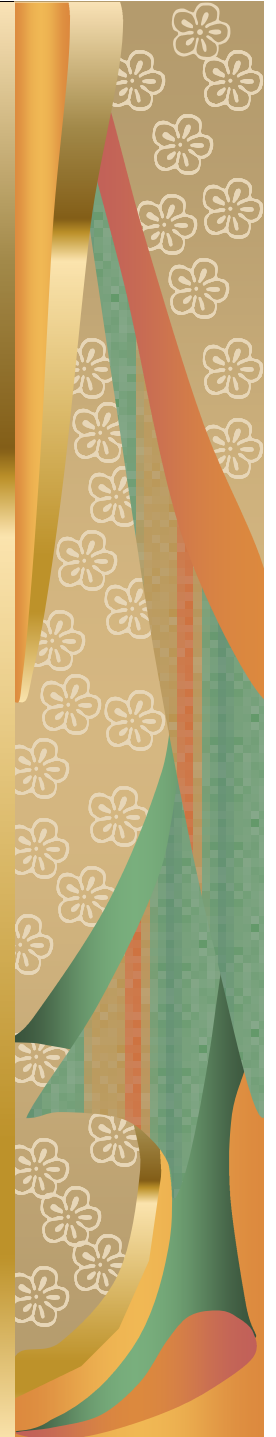


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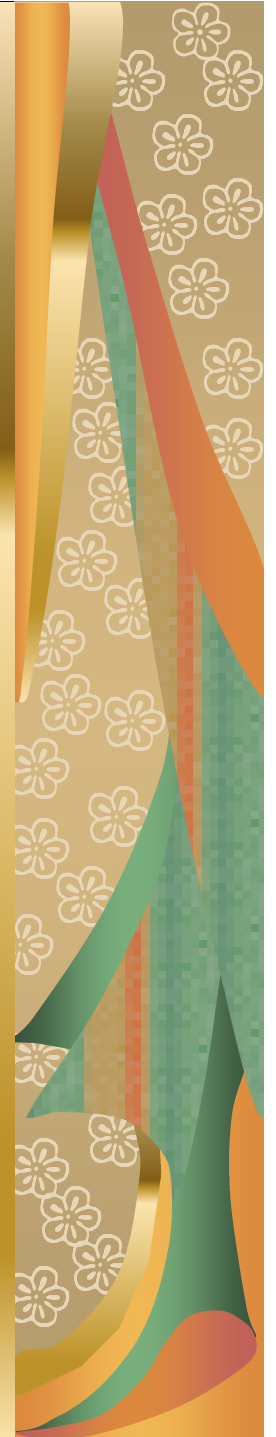
Exits

- Sell for cash
- Sell for stock
- Merge with another company
- PE investment
- Go Public



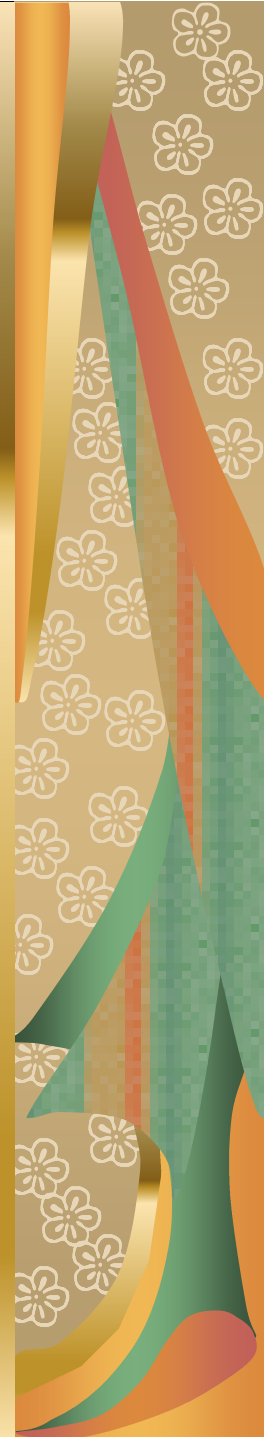
Conceive & Deliver to Sell?

- Create with a sale in mind
- Learn the M&A ropes < 7 yrs
- Exit plan with professionals < 3-5 yrs
- Course modification < 2 yrs
- Management makeover < 2 yrs
- Get company valued < 1 yr
- Start engagement < 1 yr



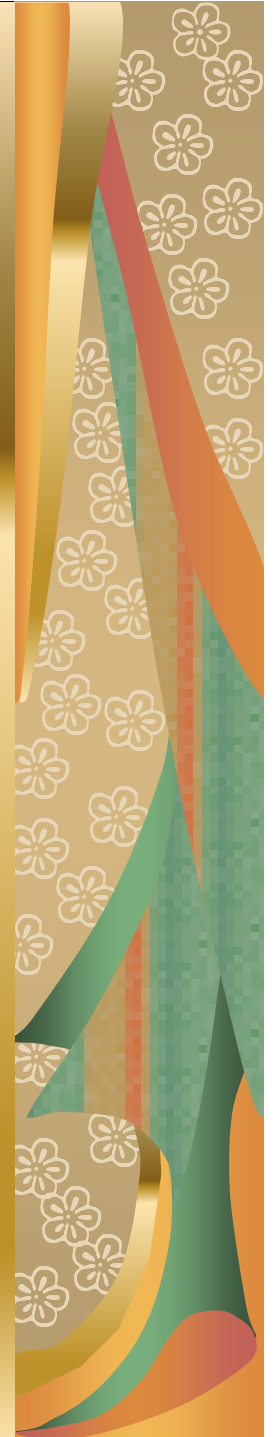
Prepare the Bride

- Simple, neat, clean
- One Entity
- No Auntys & Uncles
- Written Agreements
- Honor separate entity
- Clean up books
- What would make her prettier?
- Focus on revenue & innovation



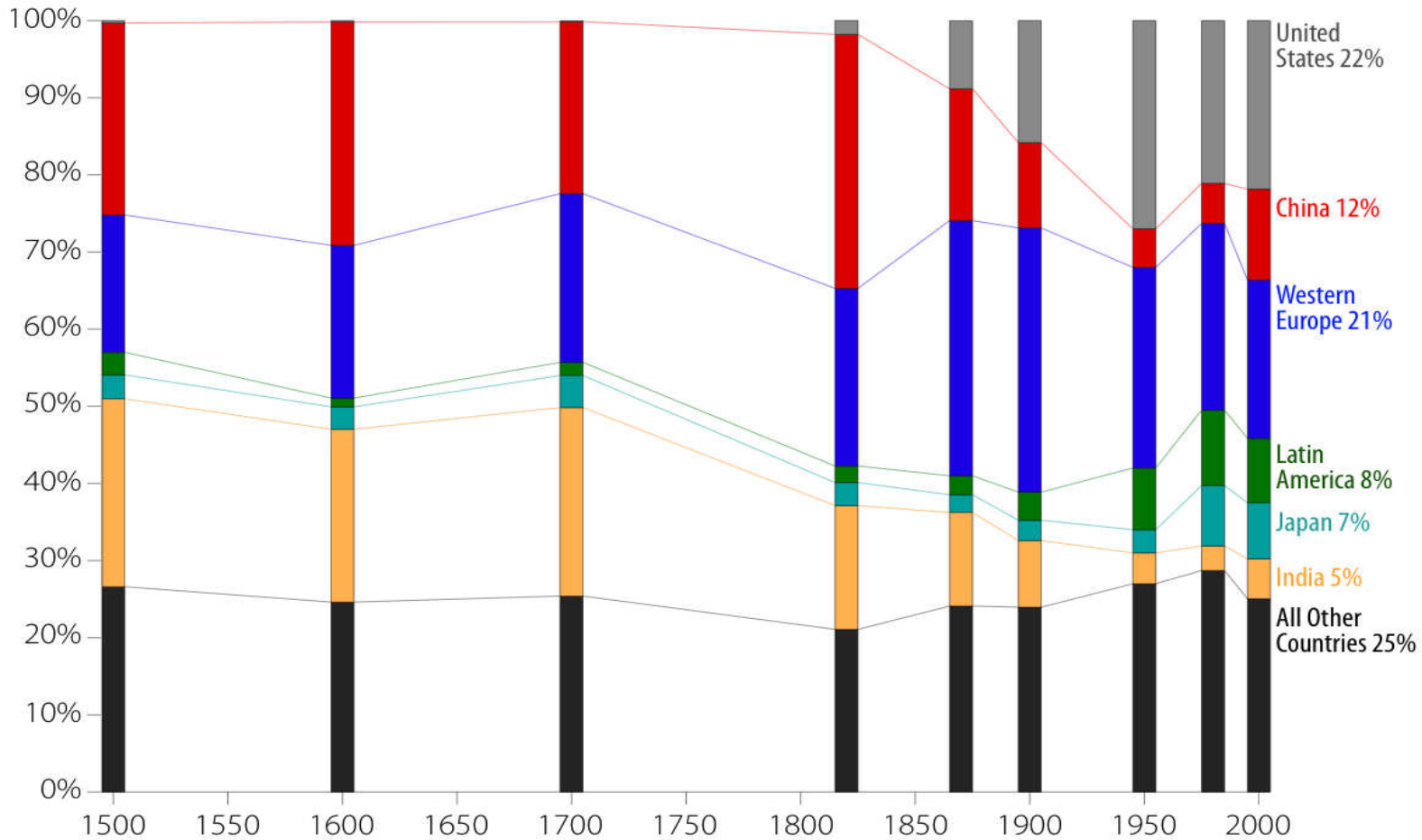
Timing of Exit

- Economic & product cycles
- Reached Plateau
- Investment required
- Another Idea
- Tired, Health, Age
- Shareholder issues
- Estate planning
- Investors Anxious
- Good Offer



Percentage of World GDP (last 500 years)

China, India, Japan, Latin America, Western Europe, and United States



Source: Angus Maddison, University of Groningen

