

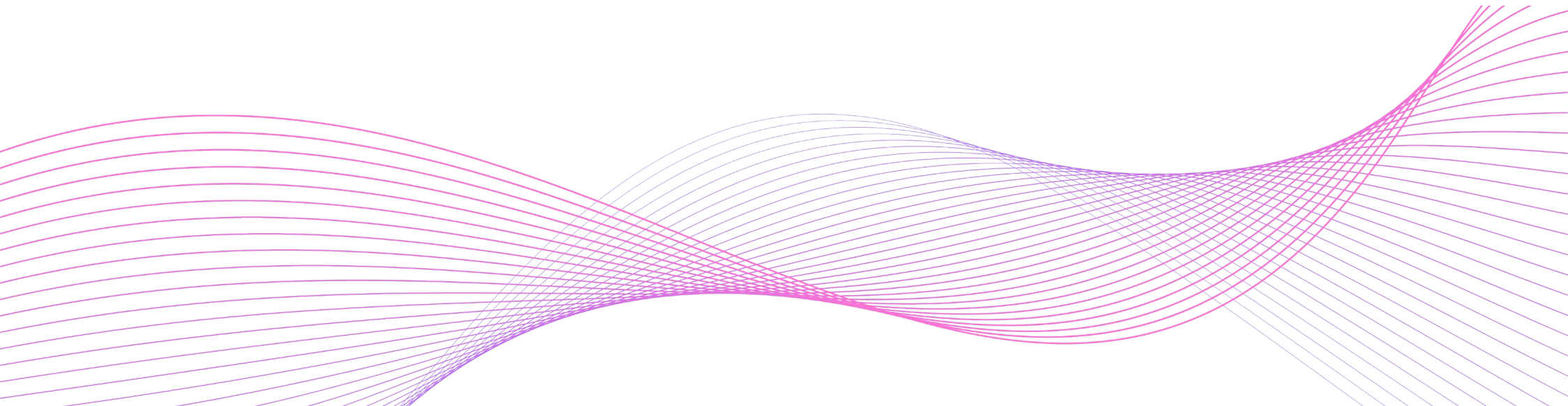
Exit Readiness & Value Maximisation

Our Approach

We maximise exit valuations

We rapidly reduce exit value drags

We protect value and de-risk sell side diligence with a credible upside story



The Exit Journey: 2 Years Out



Objective: 'Last chance saloon' for transformation

- Identify, prioritise and deliver key transformational value levers that improves EBITDA, governance, controls and drives significant improvement in exit valuation.
- Buyers pay up for clean fundamentals; technical debt and weak cyber posture will cap valuation multiples.



What We Do

- Digital Strategy and Roadmap for Transformational change
- Enterprise systems
- AI / Intelligent Automation value creation sprints
- IT Cost optimisation
- Managed Services (app support)



Key Outputs

- Integrated, efficient enterprise systems
- AI / Intelligent Automation enhanced workflows/ ways of working
- Fully optimised IT costs
- Managed Services driving improved EBIT / control

OUTCOME: VALUATION MAXIMISED

The earlier the engagement in the exit process, the higher the EBITDA uplift and exit valuation.



2 yrs

18 months

12 months

6 months

The Exit Journey: 1 Year Out



Objective: 'Get the barnacles off the boat'

- Clean up the estate by improving operations, controls and EBIT through tactical technology change initiatives.
- Demonstrate control, predictability, clean artifacts and scalability under diligence conditions - this is where buyer trust is won or lost.



What We Do

- Optimise enterprise, standalone systems
- AI / Intelligent Automation value creation sprints
- Asset inventory and IP/software audit
- Cyber uplift (patching, identity, recovery)
- Formal VDD / sell-side technology DD
- Fractional/interim CIO or CTO leadership



Key Outputs

- Prioritise remediation plan
- Optimised standalone systems
- AI / Intelligent Automation enhanced workflows/ ways of working
- Executive pack to seed the equity narrative
- Vendor-style reports buyers can trust
- Control matrices & policy sets

OUTCOME: SIGNIFICANT VALUATION IMPROVEMENT

Medium and Short Term Value Drag Reduction

2 yrs

18 months

12 months

6 months

The Exit Journey: 6 Months Out



Objective: EBIT Improvement and Transaction Support

- Run a tight process to identify and deliver quick win value levers, reduce risks in the data room and secure a clean transition.
- Speed, accuracy, and clarity on separation are key to protecting value



What We Do

- Rapid IT Cost optimisation for quick win value levers
- AI /Intelligent Automation quick wins
- Data room management & buyer Q&A support
- Separation/integration planning (TSA drafting)
- Exit technology strategy & AI prototyping



Key Outputs

- Optimised IT Costs / EBIT uplift
- Improved ways of working / EBIT uplift
- Issue log closure & response playbooks
- Signed, realistic TSAs with clear costings
- Evidence-backed tech roadmap for the IM

OUTCOME: IMPROVED VALUATION

Rapid Short Term Value Reduction and EBIT Improvement

2 yrs

18 months

12 months

6 months

What Leaders **Get**

- > Fewer surprises in diligence and vendor calls
- > A stronger, evidence-backed valuation narrative
- > Lower execution risk though day one and beyond
- > A self-funding set of improvements that stand on their own merits

Ultimately, a stronger exit valuation...



Why Panamoure?

We are a value focused digital value creation partner that is trusted by over mid-cap 40 PE funds in the UK, Europe and US.

We identify value levers in portfolio companies and align our capabilities to deliver rapid performance improvement across the investment hold.

No matter where you are in the exit planning process, we will rapidly improve EBITDA, evidence the gains and leave you with a defensible story in the data room.

Our Relevant Capabilities



Technology and data VDD and sell-side readiness, with red-flag remediation.



IT Cost Optimisation that drives immediate quick wins in EBITDA improvement and a roadmap for short/medium term 'cost out'



Intelligent automation and data platform delivery to unlock quick wins and scale value.



ERP and core systems modernisation to strengthen control, reporting and scalability.



Carve-out, TSA, and integration execution support from plan to Day 1 to stabilisation.



Fractional and interim leadership to steady the ship and accelerate delivery.



How We Start

Our 10-15 Day Diagnostic

A short, focused diagnostic to surface red flags, quantify upside, and set a realistic plan against your exit timeline. Scope includes:

- Discovery across tech, data, security & change
- Evidence pack with quantified risks & benefits
- Prioritised roadmap with a 90-day plan

Decision Points

Based on your timeline and the diagnostic findings, we help you make the call to proceed to:

- Immediate remediation
- Formal VDD preparation
- Direct transaction support



Expert **Guidance**

““ If exit is on the horizon, we can show you within two weeks where value is at risk, where it can be unlocked and what to do first. ””

**— Barry Duncan, Partner,
Transaction Advisory**



Accelerating growth at pace

Cranbrook Business Centre
High Street, Cranbrook, Kent
TN17 3EJ

Tel: +44 (0) 207 871 7660
info@panamoure.com
panamoure.com