



SUPERTRAC

DIVEST | MERGE | ACQUIRE

The Perfect Match - Going for a Win-Win outcome

The ideal purchaser is the one who places the highest value on the business. They usually have the lowest risk and the most to gain from the acquisition. They may already operate in the industry as a competitor or in another State and want to expand into the market or technology in which the target business operates.

Vendors usually want to sell to purchasers who they believe will succeed. This may be because of loyalty to staff, to secure a long-term tenant for their freehold property, or just to see the business continue indefinitely.

Supertrac looks for purchasers who are likely to succeed in the business. A risky venture is unlikely to result in win-win for both vendor and purchaser or achieve finance or board approval.

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