

M&A

CHEATSHEET

FOR STARTUP FOUNDERS

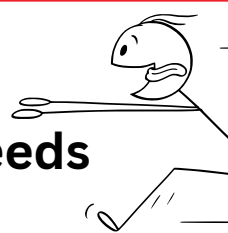
FOUNDERS DOC



1

REVIEW INVESTMENT DOCS

Calculate M&A distribution proceeds and review liquidation preference



M&A STRUCTURE

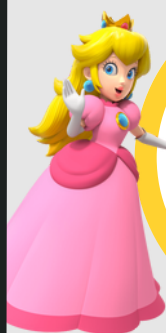
M&A could be via share purchase or asset acquisition, or acqui-hire

2

3

NEGOTIATE REP-S & WARRANTIES

Typically accompanied by a Disclosure Letter, incorporating Due Diligence findings



LIAISE WITH COSEC

To effect share transfers & board changes



4

5

ROAD TO SIGNING

Agreeing on the terms of the share purchase, asset acquisition or acqui-hire



COMPLETION DELIVERABLES

Prepare SAFE & ESOP termination letters, and resolutions approving the M&A

6



7

FOUNDERS BEWARE!

Resigning and discharging any personal guarantees or personal liabilities



CLOSING

Buyer acquires title to assets / shares after monies have been wired

