

Corporate Divestment



Whether your objective is to execute a spin-off, carve-out or sell your entire business, our divestment service has been designed to help you achieve your objectives. We work with our clients to develop the right deal structures, minimise business disruption, and maximise shareholder value.

Achieving maximum value in a sale is complex, requiring a clear understanding of shareholder objectives and deep insights of market conditions. Our team focuses on providing the right support throughout the entire sale process. From strategy development to deal execution to post closure, we provide expertise and foresight that enables our clients make the right decisions at every stage of the sale. Bridgewater has a diverse network of investors and partners which enables us to identify the right buyers.

Typical situations in which you may require our assistance

- You wish to secure the best value in the sale of your business.
- You seek to engage the right bidders without compromising confidentiality.
- You require a successful spin-off of non-core businesses that no longer fit in your strategic objectives.
- You seek to minimise loss of value during the separation of an underperforming division.
- You seek options in liquidating your investment in a business.
- You wish to prepare adequate information to engage potential buyers of your business.

For more information, please contact:



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Our Divestment Services

Sale Readiness

Bridgewater assists clients to develop compelling value stories built on the current business strategy and quantitative information on key performance indicators, while highlighting the potential of the business. Value is maximised only through meticulous and detailed planning that considers all facets of the sale.

- Assess options and timing of the sale given current and expected market conditions
- Evaluate potential risks and rewards of different exit strategies
- Achieve stakeholder buy-in
- Establish value through business valuations
- Develop an effective sale strategy that maximises shareholder value and minimises tax
- Develop comprehensive sales document that provides sufficient information to support due diligence

Deal execution

Bridgewater provides deal execution support to successfully reach a close and prepare for transition. Our activities include but are not limited to;

- Shortlisting potential buyers
- Data room management which ensures the right access is given to the right bidders at the right time
- Reviewing initial offers
- Negotiating the best value and terms
- Assisting in drafting transition services agreements (TSAs)
- Selecting buyers
- Finalising the transaction

Post-deal

Our post deal services are highly customised to support our clients to successfully transition new owners. Our services include;

- Developing separation blueprints which ensure operational integrity
- Overseeing the execution of TSAs to ensure buyer follows agreed terms and conditions
- Supporting people during the transition process
- Effectively communicating the sale to existing clients and the public

