



Increased Valuations are the Objective. Growth to Exit[®] is the Strategy. Real-world results impact investment performance.

Portfolio Company Executives frequently need help in five critical areas that directly impact growth and valuations. Shields Legal Group provides strategic business and legal advice to pre-middle market and middle market companies in five key areas. Best practices are embedded to improve revenue growth, stability and ultimately, the valuation placed on the company by a potential buyer or investor. It's called **Growth to Exit**.[®]

Accelerate Growth

As **Outside General Counsel** for the Portfolio Company, we work closely with senior management to identify and remove growth and profitability constraints within the five critical areas. Faster growth and improved profitability are potential benefits after implementing the Growth to Exit model.

Increase Valuations

Accelerated growth and increased profitability have a direct impact on valuations. Valuations also increase when best practices are in place and documented for all five critical areas, meeting the expectations of sophisticated investors, lenders and buyers. The company is in a much stronger position when it negotiates subsequent equity rounds, additional debt financings or an outright sale.

5 Critical Areas – Growth to Exit[®] Strategies

1. **Legal** – Contract review: strategic/tactical analysis of current sales and operations processes. Create a predictable, known and scalable contracting process integrated into the Company's revenue model.
Risk Management review: Understand and address customer and vendor risks. Manage corporate structure and contract terms to address risk. Review and manage ongoing threatened and pending litigation, including damage model analysis and legal cost. Strengthen internal procedures to minimize/prevent future legal disputes.
Corporate Governance review: Align management roles, board composition, succession planning, and governance documentation with owner objectives. Apply strategies for corporate structure that demonstrate best practices for maximizing revenue and managing risk to buyers and financing sources.
2. **Finance** - Analyse funding source terms and financial impact. Review financial documents for alignment with company strategy and needs. Assist Company with preparation for and completion of future financings.
3. **Human Capital** - Analyse LoB and senior managers' roles and reporting structure, compensation model, adjust to align with business objectives. Determine experience requirements and roles for board and/or advisory board members. Assist in exit or succession planning. Protect company information and IP through internal policies and/or employment contracts.
4. **Accounting/Reporting** – Evaluate current tax and audit services. Ensure accurate and functional reporting for internal, investor and external use consistent with legal/regulatory requirements and corporate best practices.
5. **Systems (IT/IP)** – Analyse data security and evaluate disaster recovery plan. Efficiencies are recommended when possible in operating software and evaluate external requirements.

Your needs. Our approach. Your business is our priority.

