**Licht aus (Lights out): Outcome Form**

*Once you have completed the negotiation, please fill out this form together as a group.*

Group name/number: Participants names (below)

Ms. Haldermann: Ms. Preiss:

Mr. Trachtner: Ms. Fischer

1. Did you reach an agreement on the sale of IBS? (Only Fischer and Preiss are required to agree for a deal to happen; Haldermann and Trachtner do not have decision power). **Yes No**

*If you did not reach an agreement, skip to Question #11 and leave Questions #2-#10 blank.*

2. What is the agreed equity valuation of the company? Note that it may not be the same as the payment from the buyer, since the seller may retain equity (see Q6)  **million EUR**

3. How much of the valuation is contingent on achieving the business plan, in other words contingent on future firm performance?  **% Not discussed**

4. Which financing option did you agree to? Please circle one

1. *TCP Capital Partners guarantees the full purchase price and have no right to step back from the deal if they fail to arrange debt financing – Buyer takes risk more risk.*
2. *TCP Capital Partners does not guarantee the full purchase price and have the right to step back from the deal if they fail to arrange debt financing – Seller takes risk more risk.*
3. Not discussed

5. Did the buyer agree not to sell to a competitor firm? **Yes No Not discussed**

6. What stake in the company will Ms. Fischer hold on to?  **% Not discussed**

7. Will Ms. Fischer have a say in the recruitment of the CEO? **Yes No Not discussed**

8. How many days a week will Ms. Fischer come to the office?  **(0-7d) Not discussed**

9. Did Ms. Fischer agree to the discretionary fee of 0.25% for Ms. Haldermann and the bank?

**Yes No** **Not discussed**

10. Please describe any further aspects of your agreement:

11 In the preparation meeting with just the two of them, what did Ms. Haldermann privately tell Ms. Fischer her firm was worth?  **Million EUR**

13. Did Mr. Trachtner tell Ms. Preiss the new information that financing for the deal had already become available, making Options A and B equally low risk? **Yes No**