**Surfsub: Outcome Form**

**Negotiation group number:**

**Names of the students that carried out each role:**

Francine (CEO): Sarah (CFO):

Jiayi (M&A): Ruiyan (PR):

Did you reach a deal? Yes / No

If yes, what was the final price of acquisition for Surfsub AUD

If yes, did any cofounder stay in the company after the sale? **Sarah Francine None**

If yes, was there an agreement for BojinWaves to invest to obtain Green Label? **Yes No**

If yes, how much was the agreed amount of Green Label investment? AUD

Please describe any and all further aspects of your agreement

**Based on the financial information in your roles, what were your financial valuations of Surfsub?** *Note we are asking for each side’s private financial valuation within your team (Sarah & Francine, Jiayi & Ruiyan), not your negotiating positions or offers to the other side.*

Australian team’s financial valuation for a stand-alone Surfsub: AUD

*(The minimum Sarah & Francine believed Surfsub to be worth before the team-on-team negotiation)*

The discount rate adopted by the Australian team in its valuation: %

Chinese team’s financial valuation for Surfsub with synergies: AUD

*(The maximum Jiayi & Ruiyan believed Surfsub to be worth before the team-on-team negotiation)*

The discount rate adopted by the Chinese team in its valuation: %

Who made the first financial offer for acquiring Surfsub? Surfsub BojinWaves

What was the initial financial offer (price) proposed by the BojinWaves team? \_\_\_\_\_\_\_\_\_\_\_ AUD

What was the initial financial offer (price) proposed by the Surfsub team? \_\_\_\_\_\_\_\_\_\_\_\_\_\_ AUD