

### **Acquisition Candidate Profile Overview**

Since no two acquisitions are identical, a customized acquisition candidate profile is created for each acquisition. Between 50 and 150 weighted questions with emphasis on area(s) specific to this acquisition start to define what will (and won't) work. The profiles questions cover the following areas:

**Financial Factors**

**Risk Assessment**

**Technical Factors**

**Regulatory Factors**

**Cultural Factors**

**Product Factors**

**Personal Factors**

**Operational Factors**

Acquisition candidates are measured against this profile to determine compatibility in specific areas and overall. The acquisition candidate profile is part of Phase 1.