

Achieving a successful exit through an auction process in today's market

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Davis Polk partner and Europe practice head Will Pearce, partner Gordon Milne and counsel William Tong authored "Achieving a successful exit through an auction process in today's market" in *Financier Worldwide*. In the article, they discuss the steps that private equity fund sellers can take to put themselves in the best possible position to successfully sell a portfolio company via an auction process.

They note that careful planning, a comprehensive understanding of the existing business and the motivations of its management team, and awareness of the perspectives of the potential buyers of the business are all crucial for a successful exit.

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