Audiaxis

SMELL TEST

A tailored report containing a summary of the essence of a company, allowing for problems, incidents and any urgent improvements to be made to be detected within one week.

A tailored report

SMELL TEST

The success of a trade operation often focuses on the opportunity of decision making, pinpointing the essential points in the management of a business, understanding its margins and the unexploited strengths, along with any embedded limitations in the organisation.

SMELL TEST is a solution that addresses all these issues through a methodology conceived for preparing a **"compact, direct and relevant report for your company and its investors"** that will allow you to detect in one week the problems, incidents and improvements of your organisation and will make decision-making for negotiations easier, extracting information as quickly as possible with a limited use of resources.

This report will help you in the processes involved in making an investment, trade operations and negotiations between parties, as well as in all cases of Due Diligence, Due Diligence vendors, analysis of investee companies and all the points to consider when assessing an investment.

WHAT BENEFITS DOES SMELL TEST OFFER?

Maximum efficiency in decision-making, assisting in understanding and detecting aspects that may change at first glance.

Improving company management and showing the existing limitations, where applicable, and how they can be bettered.

Global and independent vision of areas for improvement in the business.

Tailored solution fully adapted to the specific characteristics and needs of your company.

Interdisciplinary support of our team in all areas of the process.

Who is it aimed at?

INVESTORS

A specific, relevant letter of presentation for companies involved in capital increase or restructuring processes, etc.

This solution is extremely useful in cases in which there are **initial doubts** as to whether or not to make the investment and undertake more extensive, more in-depth work, such as Due Diligence.

In these cases, SMELL TEST will help you decide whether or not you should subsequently undertake this type of work.

Sometimes **at a later date** in the process involved in making an investment and negotiating between parties, so much information is provided by the vendor that any important points for the negotiations can be hidden.

In this case, SMELL TEST helps you detect these points through an analysis of the information supplied and of any subsequent meetings with the company management.

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START-UPS AND SMES

SMELL TEST is ideal for SMEs and start-ups in which business is growing and becoming consolidated, and where expenses related to research and development exist that might cloud the vision given of the company's results.

It is also designed for companies that have not broken even, as well as those with very tight margins or that belong to very competitive sectors.

They all share the fact that the percentage (%) variations in any cost could mean a change from profits to losses or vice versa.

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How can we help?

WORK METHODOLOGY

We prepare a compact, direct and relevant report with four mainstays:

ANALYSIS AND DIAGNOSIS

Becoming aware of the full status of the operation.

The data provided from other financial reports, annual accounts, analytical reports on the company and cost accounting, among others, is used to make the analysis, and a diagnosis is prepared in conjunction with the Company management.

REPORTING

Like any "tailor-made suit", the achievements obtained will be reported to the contracting party.

Any necessary changes and adjustments that arise during the process will be made, along with a change in strategy or increase in work to be undertaken, where required.

COOPERATION AND JOINT RESPONSIBILITY

The cooperation of the parties involved is essential.

Being aware of this point and helping direct interviews with the utmost reserve in order to obtain the maximum return.

TEAM MANAGEMENT

At least two people of the category between manager and partner.

They manage the entire project, from the analysis of the information to the interviews and issue of the report. This point sets it apart from other reports, as we guarantee the correct management of the resources provided and returns within as short a time as possible.

How can we help?

CLIENT EXPERIENCE

This is a competitive advantage that entails more sustainable development and an increase in rates of organic growth of company revenues. Several cases that show how we have helped our clients meet and exceed their objectives are explained below.

HEALTH SECTOR

A Family Office company decided to invest in Catalonia in an unusual sector linked to health.

STARTING POINT

The company is capitalised by three founders and a venture capital company that decided to withdraw from the investment.

APPROACH

The purchasing party was extremely interested in the business and had undertaken tax due diligence. It had certain doubts and asked us for our opinion regarding its viability. They provided us with the annual accounts for the financial year ending and previous years, and we interviewed the management and the Administration manager. The following day, we were attended by its auditors who also answered the questions raised.

RESULTS

Within a week, including interviews with the management and auditors, we prepared a detailed report setting out the points defined in our letter of assignment, including certain future recommendations. Uncertainties were also detected and we assessed them in line with their probability. The report was submitted in a meeting and used for negotiating the purchase price.

IT SECTOR

A company requiring funding.

STARTING POINT

In this case, a company had undertaken vendor due diligence to provide its potential purchasers with the necessary information on it.

APPROACH

Our client had obtained a great deal of information and asked us to summarise the most important points, expanding on them and providing a perspective of the vendor, analysing any non-recurrent expenses or revenues that were not indicated. Likewise, we were asked for our general perspective on the business and the points to consider in order to assess its future viability.

RESULTS

Using the information obtained and the interviews with the management, we issued a report setting out all the points requested, with a summary of the relevant information detected and the expanded points that were not previously indicated.

Approachability

This is our key difference with respect to other companies. We work to create close relationships with our clients, learning about their business and its characteristics. We adapt our audits to their structure and operations, without obstructing their daily work, adding value through our actions.

Sensitivity

We understand audits as an instrument to improve the economy and relations within it. At Audiaxis you'll find a group of professionals with strong social values that naturally bring us closer to non-profit organisations and cooperatives.

Precision

We act as independent experts in civil, criminal, employment and contested administrative proceedings, giving our opinions as evidence either to the parties in the proceedings or as requested by the court.

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