

PRIVACY & CONFIDENTIALITY

VALITAS CAPITAL PARTNERS

HOW VALITAS HANDLES SENSITIVE CLIENT INFORMATION

If you are considering sharing sensitive information with us, there are many aspects of your business that only you and your inner circle know, and for good reason:

- Your plans for the business
- Your trade secrets
- Competitive strategies
- Pricing strategies and margins
- Customer information
- Your family dynamics
- Your succession plans and concerns, including any current or future plans you may have to sell your ownership

For many reasons, it's of vital importance that you protect this sensitive information as you consider your strategic options and during any transaction that you may decide to pursue.

CLIENTS TRUST US WITH THEIR SENSITIVE INFORMATION

Handling and protecting sensitive information is a core element of our work. We have learned best practices from several of the leading global investment banks. We have managed large, multi-disciplinary deal teams of investment bankers, lawyers, accountants and company personnel on both sides of each transaction to ensure that these complex processes and negotiations are not leaked. Leaks have serious consequences in these situations, including intervention from securities regulators, premature public disclosure of discussions (that can derail negotiations) and possible criminal prosecution for insider trading.

We have been involved in scores of situations where dozens of people are involved in each side of a given transaction process without a single breach of confidentiality or information leak.

We are recognized as authorities on confidentiality, having published manuals and spoken at conferences on related topics.

HOW DO WE PROTECT SENSITIVE INFORMATION?

At the outset of any project, we set out comprehensive communication and confidentiality protocols to ensure an airtight process. Some of the core principles we apply include:

- Providing information on a "Need to Know" basis only
- Qualifying process participants through multiple hurdles
- Staging information flow
- Using code names
- Keeping communications "off the grid"
- Using the investment banker as a "buffer"
- Managing the working group

For a more complete discussion of the steps we take to safeguard client information, view our [Confidentiality and Communications Protocols White Paper](#).

To enable us to provide our best advice, it's important that those with whom we work can speak candidly and comfortably about sensitive topics. If we have not already done so, **we would be pleased to execute a confidentiality agreement** in your favor to provide you with additional assurance.