

Mergers / Acquisitions

- BROCHURE

Downstream Buy Out

An overview of our unique
DBO proposition

For Retail Intermediary / Broker use only.




Fairstone
IRELAND

Introducing the DBO

Downstream Buy Out (DBO) is a market leading growth model. Through the DBO Fairstone Ireland partners with owners of forward-looking wealth management practices to maximise their long-term value by investing in their growth.

With our unique offering, shareholders can benefit from growth both before and after the ownership transfer. This ensures that they are maximising their business performance before crystallising a structured sale and capturing a higher valuation for their shares.

Additionally, the DBO model allows business principals to secure attractive ongoing earnings while ensuring that clients, advisers, and employees remain protected.

“Fairstone’s innovative partnership model ensures that we can uphold our commitment to delivering top-notch financial services to our clients while benefiting from Fairstone’s scale and expertise, allowing our team to spend more time on client facing activities.”

Conor Carey, Fairstone Headford Office Director



We believe in a partnership rather than a purchase

The Fairstone DBO enables shareholders to unlock several layers of enhanced value, not just a single sale event. We believe in a partnership rather than a purchase. We are confident that we can create more value together than either party can alone. By investing in your growth and protecting your people, we provide you with the foundation you need to double the value of your business. We take you beyond market multiples while never treating your clients as commodities.

3



Maintain **highly attractive levels of income.**

2



Benefit from growth in profits reflected through **increasing earn out payments.**

1



Access the capital and expertise to achieve your **optimised sale value.**



Integration is the key to any successful partnership

Integration is the key to any successful partnership as it allows both parties to grow together. Our experience has demonstrated that integrating first and managing it from the outset results in significantly fewer disruptions at the future point of sale.

An extended integration process allows for gradual alignment of values and cultures while continuing to grow the business towards a seamless transfer of clients and staff at the acquisition stage.

“Our partnership with Fairstone has positioned us for sustained growth and innovation in the rapidly changing financial planning market. With enhanced access to Fairstone’s resources, we’ve been able to elevate our client service, providing them with unparalleled experiences and solutions that align with their financial goals.”

Mark Corkery, Fairstone Tralee Office Director

Proposition benefits

Fairstone acts as a growth partner, and provides the centralised resources, technology to drive sustainable growth and enable forward thinking firms to achieve their maximum potential.



Assist meeting your ongoing regulatory and legislative requirements.



Ensure that your valued clients remain fully protected in the long-term.



Alleviate the heavy burdens of ongoing compliance.



Greater capacity and more time to spend with clients.



Access all of the tools to take your business to the next level.



Have more time to develop staff.



Generate higher levels of profit and recurring income.



Create greater career and earnings opportunities for all stakeholders.



Protect the future of your colleagues.



Secure long-term enhanced value for all shareholders.

Our approach

The Fairstone Ireland acquisition model is very different from the traditional consolidator approach. How do we compare?

Fairstone

- 1 We factor growth into our valuation – both pre and post-sale.
- 2 We provide support to your clients and capacity to enable you to optimise your profits and value.
- 3 We share the upside that comes from continued success.
- 4 We offer the opportunity to secure enhanced value for your business and ongoing contribution.
- 5 We protect and develop staff and advisers. We don't treat clients like commodities.
- 6 There are increased opportunities for all stakeholders, not just shareholders.
- 7 We want you to stay connected to the business for the long term.
- 8 We buy businesses via a Share Purchase Agreement not a trade sale, thereby reducing tax liability and protecting your legacy.
- 9 We carefully select our Partners with a view to enhancing the brand and reputation of the entire Fairstone network

A partnership not a purchase

Speak to our Mergers & Acquisitions team to find out more about how we could grow together.

Meet the team



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