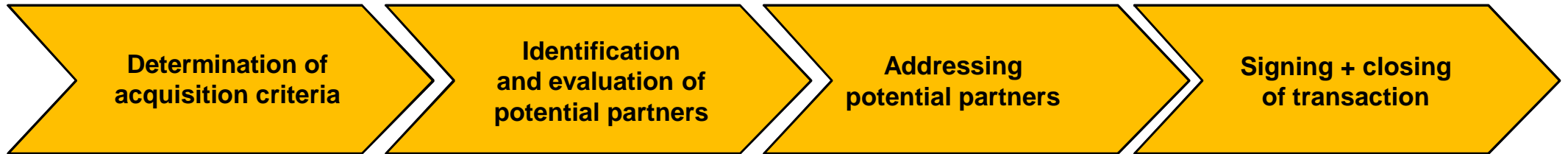


A stylized world map composed of a grid of small dots, centered on the Atlantic Ocean, set against a blue gradient background.

Transaction Structure

process



- Analysis of current status and situation of the business compared with future prospects thru acquisitions
- Analysis of the markets and individual segments
- Identify trends and success factors
- Fixing the search field

- Development of “short-list” of companies for acquisition
- Analysis and evaluation of priority candidates
- Priorities for addressing

- Development of a negotiation strategy
- First contacting and clarification of interest for sale
- Initiation of negotiations

- Pricing and accompany in negotiations
- Support and advice in contract negotiations
- Support and advice in financing of transaction
- Assistance during “due diligence”
- Assistance in development of contract



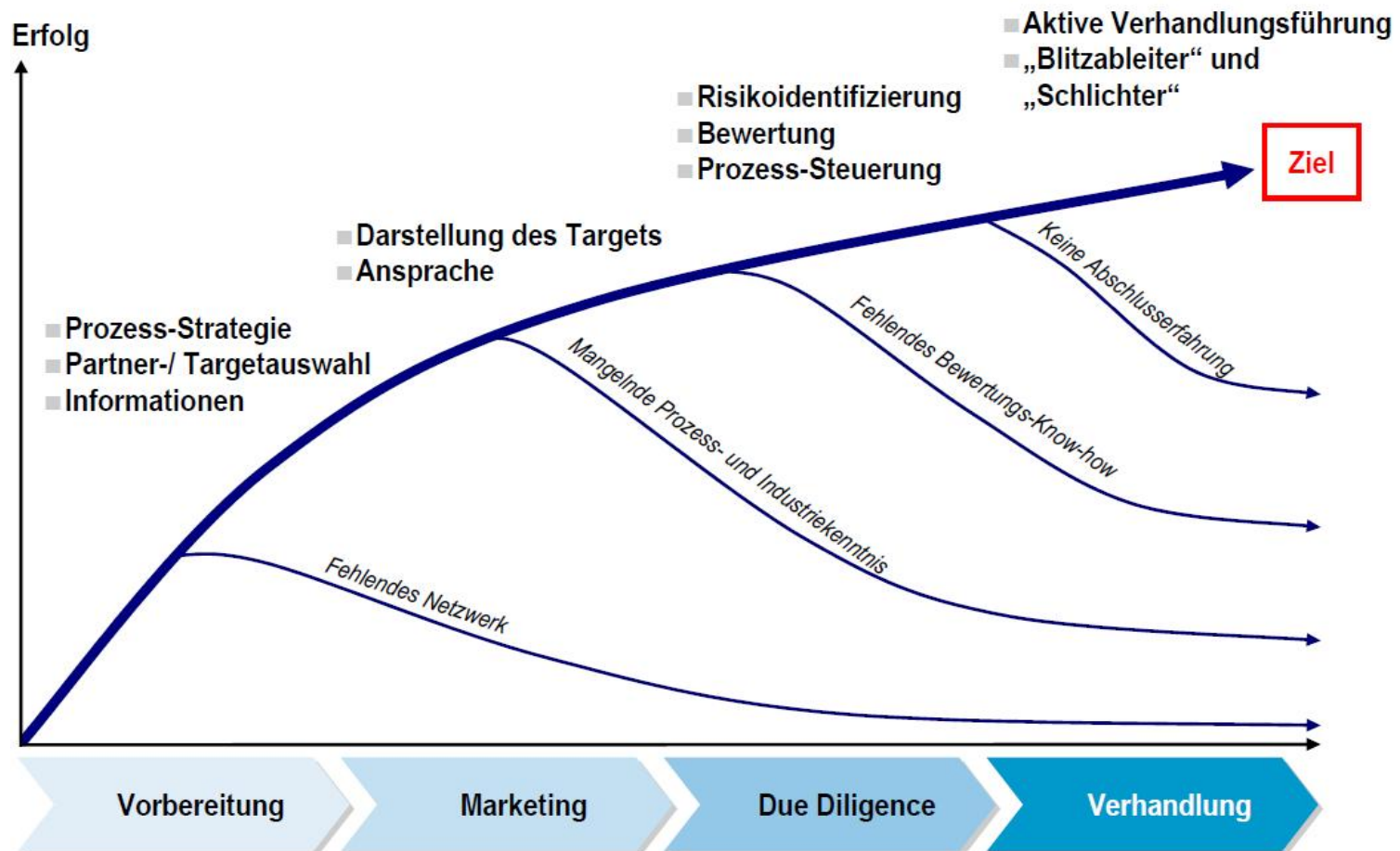
- Analysis of the company and its environment / market research
- Evaluation of company
- Preparation of information memorandum (Offering-Memorandum)
- Optimization of legal and tax structures

- Compilation of potential partner groups/ -segments ("long-list")
- Preparation of "short-list" of potential investors / partners
- Analysis und evaluation preferred candidats

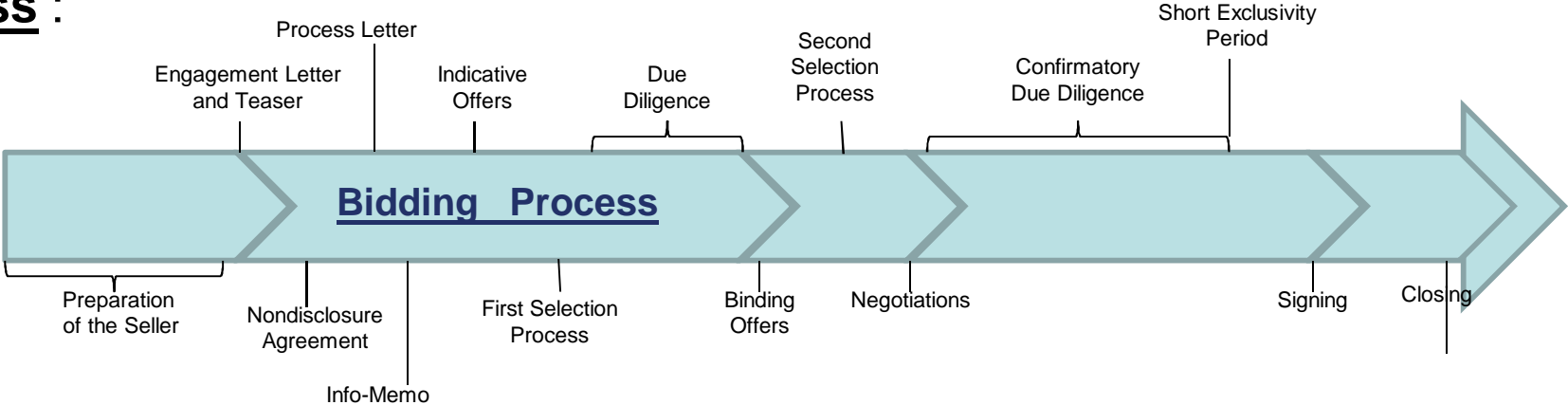
- Determination of negotiation strategy
- contacting potential partners / investors
- Initiation of negotiations

- Support and advice in pricing and contract negotiations
- Assistance in creating contracts
- Assistance in "Due Diligence"
- Signing + Closing

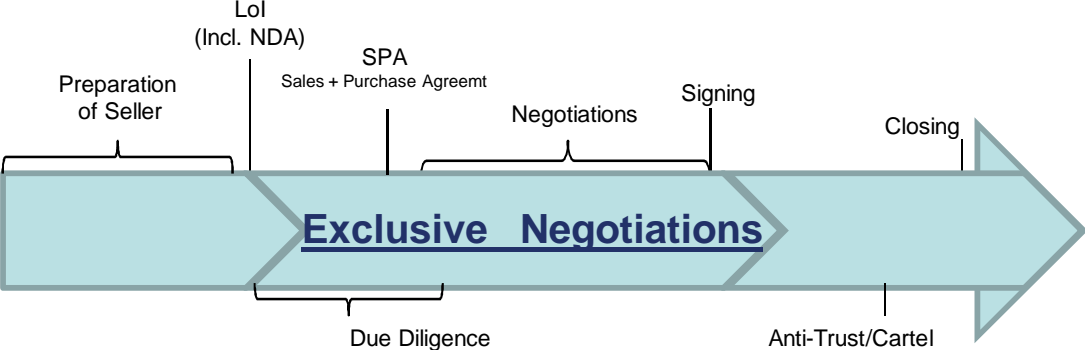
Phases of project und value added sell-side

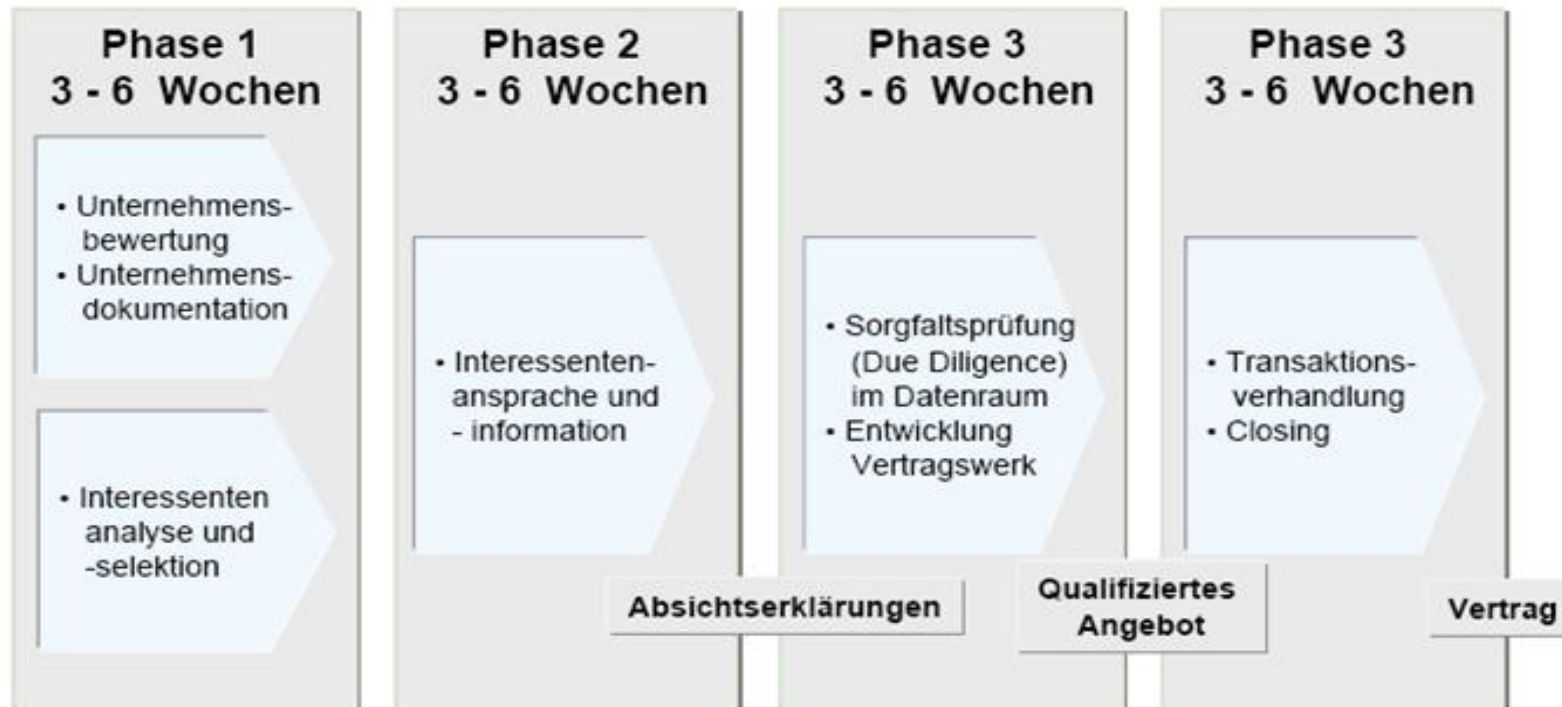


Bidding Process :



Exclusive Negotiations:





Ziel der Strukturierung und Koordinierung des Prozesses ist es:

- den besten *Partner* zu finden *und*
- den optimalen *Vertrag* (Bewertung, Gewährleistungen) zu verhandeln,
- um nachvertragliche Auseinandersetzungen zu vermeiden.



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