

02 MERGERS & ACQUISITIONS

BUSINESS SALE / ACQUISITION

- Support as M&A Lead Advisor throughout all phases of the sale / acquisition process
- Development of objectives, process planning
- Risk and feasibility analysis
- Identification of potential buyers / companies, long list, short list
- Valuation issues quantitative-financial and qualitative-entrepreneurial
- Planning of PMI (post-merger integration), budgeting, financial planning (in case of acquisition)
- Negotiation strategy, contacting, negotiation management
- Tactics for internal and external communication
- Coaching of PMI (post-merger integration) (in case of acquisition)

SUCCESSION SOLUTIONS

- Support as Lead Advisor throughout all phases of the process
- Development of objectives, process planning
- Trust center for entrepreneur, family, management
- Conflict avoidance and solving
- Risk and feasibility analysis
- Identification of potential solutions, long list, short list
- Valuation issues quantitative-financial and qualitative-entrepreneurial
- Planning of supersession
- Negotiation strategy, contacting, negotiation management
- Tactics for internal and external communication

MANAGEMENT BUY-OUT / BUY-IN

- Support as MBO / MBI Lead Advisor throughout all phases of the transaction
- Development of objectives, process planning
- Risk and feasibility analysis
- Development and evaluation of potential solution approaches (in case of MBO)
- Valuation issues quantitative-financial and qualitative-entrepreneurial
- Planning of transformation, budgeting, financial planning
- Issues of corporate strategy
- Negotiation strategy, contacting, negotiation management
- Tactics for internal and external communication
- Coaching of implementation

MERGER, SPIN-OFF

- Support as Lead Advisor throughout all phases of the transaction
- Development of objectives, process planning
- Risk and feasibility analysis
- Valuation issues quantitative-financial and qualitative-entrepreneurial
- Issues of corporate strategy
- Planning of transformation, budgeting, financial planning
- Negotiation strategy, contacting, negotiation management
- Tactics for internal and external communication
- Coaching of implementation