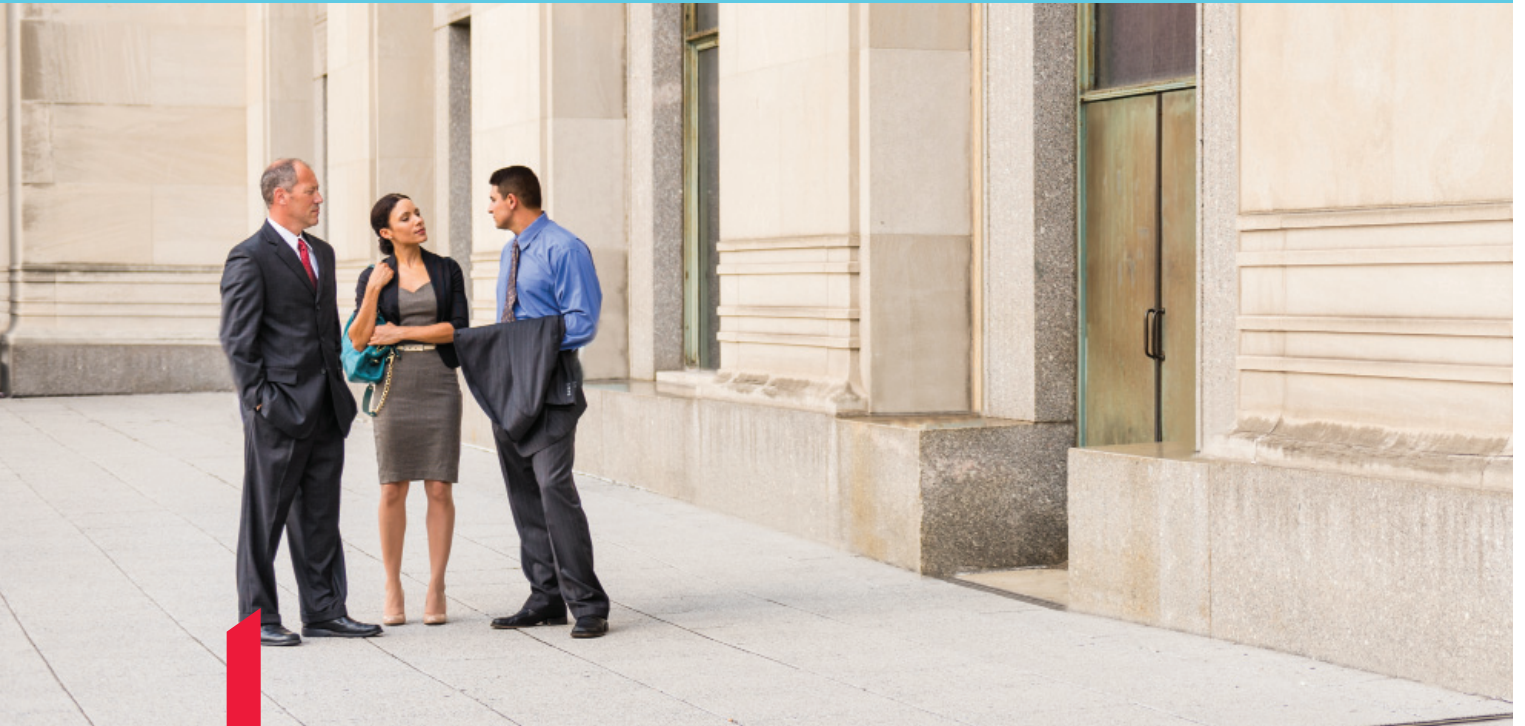


CORPORATE FINANCE

INTERNATIONAL MERGERS & ACQUISITIONS

BDO – Your partner world wide

GLOBAL PLAYERS NEED M&A TO FUEL GROWTH



Audit • Accounting • Tax • Consulting



► YOUR CHALLENGE – OUR KNOW-HOW

Within Corporate Finance we offer services in Mergers & Acquisitions, Transaction Services and Valuations. Based on the market and client needs we adjust our services to realize the biggest added value for our clients. Our standard services within Mergers & Acquisitions can be split into M&A-Sale projects, M&A-Buy projects, financing companies and projects, working on developing strategic options and building / reviewing financial models.

| | | | | |
|---|--|---|--|---|
| M&A-Sale projects | Sale of a family business | Sale of a mid market company | Sale / Spin-off / Divestment | AMA - sale out of a distressed situation |
| | <ul style="list-style-type: none"> • Enterprise value: < EUR 3 Mio. • Succession plan • Often tax driven | <ul style="list-style-type: none"> • Enterprise value: EUR 3 Mio. to 30 Mio. • Realise synergies and maximise value | <ul style="list-style-type: none"> • Enterprise value: > EUR 30 Mio. • Focus on strategic aspects | <ul style="list-style-type: none"> • AMA – Accelerated M&A Sale • Tight time frames to complete the transaction |
| M&A-Buy projects | Active search for companies | Passive search for companies | MBO, MBI, LBO | |
| | <ul style="list-style-type: none"> • Buyers with an acquisition strategie • Active search • Accurately defined acquisition criteria | <ul style="list-style-type: none"> • Slower process to find the „right“ opportunity • Wide acquisition criteria | <ul style="list-style-type: none"> • Become an entrepreneur trough a management buy out | |
| Financing companies and projects | Debt and mezzanine raising | Equity raising | | |
| | <ul style="list-style-type: none"> • Usually during growth phase or restructuring of the business | <ul style="list-style-type: none"> • Companies need financing for start-up, growth, entry into new markets, etc. | | |
| Strategic options & Financial models | Merger / Alliance / Joint Venture | Financial model build | Financial model review | |
| | <ul style="list-style-type: none"> • Growth strategy • Expansion into new markets • Vertical expansion (supply-chain) | <ul style="list-style-type: none"> • Provide bespoke decision making tools for business success | <ul style="list-style-type: none"> • Independent review of financial models | |

► WE HAVE A WEALTH OF CROSS-BORDER EXPERIENCE



Sale of business activities of Deutsche Bahn AG.

BDO Corporate Finance acted as advisor to the seller.



Acquisition of Alpha Flight Group Limited by Dnata.

BDO Corporate Finance acted as advisor to the buyer.

The Blackstone Group®

Acquisition of Hospitality Europe BV by the Blackstone Group (USA).

BDO Corporate Finance acted as advisor to the buyer.



Sale to ABC Learning Centres Limited (Australia).

BDO Corporate Finance acted as advisor to the seller.

WOLSELEY

Sale of the Irish Operations to a group of private investors.

BDO Corporate Finance acted as advisor to the seller.



Schindler

Sale of business unit to a logistic company.

BDO Corporate Finance acted as advisor to the seller.



Acquisition by Sun Capital, the 180 Group and Emerisque Capital (USA).

BDO Corporate Finance acted as advisor to the buyer.

COMPAQ

Acquisition of an equity stake in Lipstream.

BDO Corporate Finance acted as advisor to the buyer.



Sale of Business unit to Digital Image SA.

BDO Corporate Finance acted as advisor to the seller.



i n v e n t

Acquisition of CEC Europe Services Management Ltd.

BDO Corporate Finance acted as advisor to the buyer.

CORPORATE FINANCE BDO SWITZERLAND

The Corporate Finance team of BDO Ltd Switzerland consists of 30 specialists located in 5 offices: Aarau, Lausanne, Lucerne, Solothurn and Zurich.

We can provide you with all-round support in the areas of mergers & acquisitions, transaction services, valuation and Litigation-Arbitration.

Our clients include entrepreneurial businesses, listed and non-listed companies and organisations, private investors and financial investors.

CORPORATE FINANCE BDO NETWORK

The BDO international Corporate Finance team includes around 2,000 specialists worldwide providing corporate finance services in around 80 countries. Thanks to BDO's international network, we can provide you with support for cross-border projects.

In the interests of our clients, our Corporate Finance experts often work closely with internationally experienced tax experts and/or auditors on such projects. In the international arena, our clients include global players, international corporate groups and expanding Swiss companies.

CONTACT US:

If you would like further information about our services in international M&A please contact one of our M&A-leaders.

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