1. Determination of requirements/ profiling

Target defintion:

Typ of target, market segment, investment, profitability

Requirements such as:

Revenues, cost, product portfolio, services, clients, distribution

2. Selection of buyers and sellers

Data base reserach, market analyses

Seller profile, data room, Information Memorandum

Selection of pot. buyers, sellers, co-operation partners

preparation long-list

Selection Short-list

3. Presentation of candidates

Direct-search and pointed appraoch

Contacting and evaluation of interest

SWOT- analyses

Selection of Top-candidates

Non-Disclosure Agreement and proof of funds

4. Due diligence, negotiations, price finding

Determination of main evaluation criteria

Due diligence and verification of details

Deal construction and purchase price finding

Offer and Letter of intent

5. Contract development and closing

Structuring the transaction

Additional nego-tiations (BVVG, …)

Integration of financing instruments / subsidies

Contract signature and Closing

Share transfer

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