

# M & A | Mergers & Acquisitions



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**Seriousness and Professionalism**

**The Target is Clear – Purchase or Sale!**





## Sale

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**The success lies in the transaction.** For this, the more professional and quicker the transaction is being carried out, the higher will be the achievable selling price.

**The reasons for a sale can be complex:**

- + Age-related succession plan
- + Abandonment of the business field
- + Buy-out of non-strategical business units
- + Concentration on the key business
- + Concentration on the core competencies
- + Cash-in on profits
- + Or even a negative buy-out



**The path is clearly defined:**

- + *Teaser*
- + *Longlist – first selection procedure*
- + *Shortlist – selection of the target companies*
- + *Confidentiality agreement*
- + *Business description*

- + *Management presentation*
- + *Visit of the plant*
- + *Tender procedure*
- + *Due Diligence*
- + *Data room*
- + *Offer finalizing*
- + *Offeror's selection*
- + *Form of the contract*
- + *Contractual closing*
- + *Transaction registration at the authorities*
- + *Approval of the transaction by the authorities*
- + *Transaction*
- + *Closing*



Our teams specialized on **mergers & acquisitions** take over for you all actions related to a transaction, starting with the form of the contract and ending with the support in case of financing. We will initiate the fiscal and juridical support by an international active consulting and audit society – if these aspects are being wished by our clients.



## **Purchase:**

**You have decided for a target object?**

**Very well!**

Now it is imperiously necessary to find a fair price and – at the same time – to be protected against risks. For this, our teams specialized in the field of Due Diligence within **our mergers & acquisitions-company** will support you.



Among others, we can take over for you the following actions:

- + Technical Due Diligence
- + Market chances and risks
- + Market positioning
- + Environmental Due Diligence
- + Strategic questioning
- + Contract negotiations
- + Pricing
- + Implementation of an interim management
- + And lots more



We are ensuring you that you will not take any chances, because usually there is no sale or return and no 24-months-warranty. We are also ensuring you that the bought company will function further ideally.



## Contact Us

We can rely on long-term experience and high specialized knowledge in M&A, we are the right contact person for you.

**Contact us**

KRAPOHL - WIRTH