

*"Thanks to BDO,  
I found the perfect buyer for my company."*

People who know transactions, know BDO.

**M&A-BULLETIN**  
**MARCH 2017**  
(english edition)

## DISCLAIMER

By accessing the pages of BDO M&A Bulletin, you confirm that you have read the following legal information and agree to accept and abide by them.

The BDO M&A Bulletin is not intended for use by people, to whom access is prohibited according to their country's legislation. Every user of the Bulletin is personally responsible for ensuring that they have informed themselves of any limitations and for ensuring that they abide by these regulations.

The information published in this bulletin represents neither a recommendation nor an offer nor an invitation to purchase or sell investment instruments, to perform transactions nor to conclude a legal transaction. The herein published information and opinions are provided only for personal use and for informational purposes; they may be changed at any time and without prior notice.

In particular, the following information do not represent a purchase offer in the USA or for U.S. citizens.

The Securities described herein were and are not registered according to the U.S. Securities Act of 1933 (US-Securities Act of 1933), at the Securities and Markets Authority of a US state or according to other USA legislation. They cannot be offered or sold directly or indirectly, unless these Securities have been appropriately registered or an exception to the registration requirements exists.

BDO AG assumes no responsibility or guarantee (neither expressly nor implicitly) for the accuracy, completeness or up-to-date quality of the information and expression of opinion published in the M&A Bulletin.

All matters regarding the use of the BDO M&A Bulletin and the access to applicable terms and legal references shall be governed by Swiss law. The exclusive place of jurisdiction is the city of Zurich, Switzerland.

## ► EXTRACT OF BDO'S M&A BUY- SIDE AND SELL-SIDE MANDATES

USE THE 60-SECONDS-OVERVIEW TO GET AN OUTLINE OF THE MANDATES IN THIS BULLETIN.

Dear Reader,

The M&A-team of BDO International is pleased to present the March 2017 issue of the M&A-Bulletin.

The BDO M&A-Bulletin contains a selection of BDO buy and sell mandates.

The projects are published in the language that might fit the interested party the most. The responsibility for content and language lies with the respective project manager.

Projects with very specific target groups as well as highly confidential projects are not published in this Bulletin.

The BDO M&A-Bulletin is aimed at entrepreneurs and companies who are interested in buying or selling small or middle-sized companies.

The BDO M&A-Bulletin is sent out via email at no charge to parties, who have expressed an interest in M&A transactions, and is published about every three months.

Printing and forwarding via email are allowed when the source is mentioned.

For further information about individual projects please contact the named project manager or your contact person for M&A transactions in your region (see page 78).

## ► BDO M&A-DATABASE

THE CORPORATE FINANCE TEAM OF BDO INTERNATIONAL HAS A PROPRIETARY M&A-DATABASE WHICH INCLUDES OTHER BUY AND SELL MANDATES, BESIDES THE PROJECTS MENTIONED IN OUR M&A-BULLETIN.

Due to the sensitivity of the data, only chosen members of the BDO M&A-team have access to the BDO M&A database.

Do not hesitate to contact your local BDO M&A contact for details of M&A-transactions in your region.

*Marek Franke*

*Head of Global M&A  
(marek.franke@bdo.ch)*

## ► BDO WORLDWIDE

### USING OUR SIZE INTELLIGENTLY

BDO is a worldwide network of public accounting firms, called BDO Member Firms. With more than 1,400 offices in over 154 countries, BDO is the fifth largest such network in the world.

Each BDO Member Firm is an independent legal entity in its own country.

► **60 SECONDS - OVERVIEW**

**PAGE**

<b>SALE MANDATES - COMPANY PROPOSALS - SUCCESSION .....</b>	<b>6</b>
<b>Switzerland, Germany, Austria, Liechtenstein .....</b>	<b>7</b>
Aluminum Die-Casting .....	7
B2B-Business Intelligence Portal .....	8
Children Books: Publishing (and Printing) .....	9
Exclusive Vineyard with Guesthouse .....	10
Gastronomie-Branche - Gasthaus mit viel Potenzial .....	11
Gastronomie- Landgasthof, Hotel und Weinkeller .....	12
Gastronomie- Restaurant mit Bar und zwei Wohnungen .....	13
Gipsergeschäft .....	14
Hoch- und Tiefbau .....	15
Immobilienagentur zu verkaufen .....	16
IT/ Software .....	17
Lagerautomatisierung / Industrielle Automation .....	18
Motorradfachgeschäft .....	19
Online-Plattform für Mineralölprodukte .....	20
Project "Blacksmith" (Drop Forging Company) .....	21
Manufacturer and Finisher of Insulating Glass .....	22
Projekt LOTIS - Haushaltgrossgeräte .....	23
Manufacturer of Hand Tools .....	24
Telekommunikation .....	25
<b>Rest of Europe &amp; Mediterranean .....</b>	<b>26</b>
Agriculture .....	26
Aluminum foundry in Paris region .....	27
Amusement park - South of France .....	28
Education .....	29
Fashion Apparel .....	30
Industrial sector - Licensed Apparel Distribution .....	31
Office furniture company .....	32
Oil & Gas/Software .....	33
Pasta .....	34
Pharma .....	35
Real Estate & Hotel .....	36
Telecommunication .....	37
Telecom .....	38
<b>Rest of the world .....</b>	<b>39</b>
Agriculture, Forestry, and Fishing .....	39
Anhydrous Ammonia Distributor .....	40
Canvas and Related Products .....	41
CCTV .....	42
Chocolate Industry .....	43
Construction .....	44
Dental Implants - Manufacturing .....	45
Depository institution .....	46
Fabricated Metal Products .....	47
Food Focused Logistics and Freight Forwarding .....	48
Industrial - Manufacturing .....	49
Insurance Software Consulting Company .....	50
IT - Agriculture & Defense .....	51
Packaged Meats .....	52
Prepared foods .....	53
Project SPT .....	54
Wholesale trade .....	55

<b>BUY MANDATES - PARTICIPATIONS - INVESTMENTS .....</b>	<b>56</b>
<b>Switzerland, Germany, Austria, Liechtenstein .....</b>	<b>57</b>
Agrar-, Landwirtschafts- und Nahrungsmittelsektor .....	57
Baubranche (Spezial Bauzulieferer) .....	58
Baubranche / Baunebenbranche .....	59
Dienstleistung, Handel, Produktion .....	60
Dienstleistung, Handel - Produktion Konsumgüter .....	61
Dienstleistung, Produktion .....	62
Herstellung von Mess-, Analyse- & Kontrollinstrumenten .....	63
Holzbau .....	64
Liegenschaftenverwaltung .....	65
Manufacturer of Hand Tools .....	66
Technology Services (BPO, Engineering, TIC etc.) .....	67
<b>Rest of Europe and Mediterranean .....</b>	<b>68</b>
Building Materials .....	68
Powder coatings .....	69
Sealing Systems - EPDM & thermosplastic .....	70
Ventilation Equipment-Manufacturers .....	71
<b>Rest of the world .....</b>	<b>72</b>
Automotive .....	72
Industrial And Commercial Machinery .....	73
Logistics .....	74
Trade - Electrical Components .....	75
<b>CONFIDENTIALITY .....</b>	<b>76</b>
<b>OUR SERVICES WITHIN M&amp;A.....</b>	<b>77</b>
<b>CONTACT INFORMATION.....</b>	<b>78</b>

## SALE MANDATES - COMPANY PROPOSALS - SUCCESSION



The following list offers an excerpt of sell-side mandates and /or succession plans, which BDO's corporate finance department has been engaged on. Besides the projects mentioned below, BDO has additional sell-side mandates in its proprietary BDO M&A-Database.

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Aluminum Die-Casting Sellside



Region	Austria																																			
Industrial sector	3363 - Aluminum die-castings																																			
Title	Profitable producer of aluminum founded elements in the automotive industry																																			
Short description	<p>The company available for sale is a very successful supplier in the automotive industry with more than 60 years of experience in the production of aluminum founded elements such as chassis suspension, engine, steering as well as special applications.</p> <p>Due to the large number of existing and upcoming projects with all major and well-known car manufacturers the shareholders of the company are looking for an investor who is willing to take the company to the next level in its expansion plans. Based in the heart of Europe with revenues of around EUR 50 mio. in the last few years the company offers a unique investment opportunity.</p> <ul style="list-style-type: none"> <li>- Successful MBO and restructuring in 2014 - highly profitable since then</li> </ul> <table border="1"> <thead> <tr> <th rowspan="2">Financial Ratios in %</th> <th colspan="2">pre restructuring</th> <th colspan="3">post restructuring</th> </tr> <tr> <th>2013</th> <th>2014</th> <th>2015</th> <th>FC 2016</th> <th>FC 2017</th> </tr> </thead> <tbody> <tr> <td>EBITDA-margin</td> <td>-7.9%</td> <td>-10.0%</td> <td>8.0%</td> <td>6.6%</td> <td>10.7%</td> </tr> <tr> <td>EBIT-margin</td> <td>-12.3%</td> <td>-14.7%</td> <td>1.4%</td> <td>1.1%</td> <td>4.1%</td> </tr> <tr> <td>- Equity ratio</td> <td>15.2%</td> <td>15.5%</td> <td>40.4%</td> <td>38.3%</td> <td>43.1%</td> </tr> <tr> <td>- Debt ratio</td> <td>84.8%</td> <td>84.5%</td> <td>59.6%</td> <td>61.7%</td> <td>56.9%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>- ensured financing and state-of-the-art machines - no investment backlog at all</li> <li>- popularity of products with multiple sales pipelines</li> <li>- ultra flexible and easily responding to customer needs - wide range of different alloys</li> <li>- battery technology for the next-generation EV's</li> <li>- constant high demand for cars</li> </ul>	Financial Ratios in %	pre restructuring		post restructuring			2013	2014	2015	FC 2016	FC 2017	EBITDA-margin	-7.9%	-10.0%	8.0%	6.6%	10.7%	EBIT-margin	-12.3%	-14.7%	1.4%	1.1%	4.1%	- Equity ratio	15.2%	15.5%	40.4%	38.3%	43.1%	- Debt ratio	84.8%	84.5%	59.6%	61.7%	56.9%
Financial Ratios in %	pre restructuring		post restructuring																																	
	2013	2014	2015	FC 2016	FC 2017																															
EBITDA-margin	-7.9%	-10.0%	8.0%	6.6%	10.7%																															
EBIT-margin	-12.3%	-14.7%	1.4%	1.1%	4.1%																															
- Equity ratio	15.2%	15.5%	40.4%	38.3%	43.1%																															
- Debt ratio	84.8%	84.5%	59.6%	61.7%	56.9%																															
Category of turnover	EUR 40 mio. to 70 mio.																																			
# employees (heads)	150 to 300																																			
Category of price	EUR 15mio. to 25 mio.																																			
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both																																			
Reference	Project "Enterprise"																																			
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr																																			



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## B2B-Business Intelligence Portal Investitionsangebot



Region	Ganze Schweiz					
Branche	Business Intelligence Technology (Informationsbeschaffung)					
Titel	Investitionsmöglichkeit an B2B-Business Intelligence Portal					
Kurz- beschreibung	<p>Das Unternehmen entwickelt und betreibt ein schweizweit führendes, Cloud-basiertes Business Intelligence Portal. Dabei werden branchenspezifische B2B-Marktdaten per Knopfdruck online zur Verfügung gestellt. Im Unterschied zu am Markt bestens bekannten "Adressdatenvendoren" werden mittels der hier beschriebenen Lösung zusätzlich qualitativ hochwertige und eigens aktiv erhobene Branchendaten via Online-Abos mitverkauft.</p> <p>Die beiden am Markt bereits lancierten Lösungen erlauben zum einen Zugang zu detaillierten Auto-Flottendaten von mehr als 10'000 Unternehmen und zum anderen Einsicht in Anlagevolumina und -strategien von mehr als 2'500 Schweizer Pensionskassen, Vermögensverwaltern sowie Family Offices. Weitere Anwendungsmöglichkeiten im Industrie sowie ICT-Bereich stehen kurz vor Marktlancierung und weitere Portale sind auf Basis derselben Technologie schnell und unter moderatem Zusatzaufwand umzusetzen.</p> <p>Im Zuge der Digitalisierung und des stetig zunehmenden Kostendrucks wird es unabhängig von der Branche zunehmend wichtiger, Marketing- und Vertriebs-Ressourcen effizient einzusetzen. Nebst der Frage «wer braucht was?» ist indes die Frage nach «wer hat bereits was?» zentral um gezielt Verkaufschancen zu eruieren und die Vertragsabschlusschancen durch gezielte Ansprache zu maximieren womit die Produktivität (ROI in Sales &amp; Marketing) signifikant erhöht wird. Diese junge Unternehmung bietet klare Lösungen hierzu.</p>					
Umsatz- kategorie	2020: CHF 9.5 Mio.; EBITDA CHF 4.3 Mio. 2016: CHF 1.7 Mio.; EBITDA CHF 0.4 Mio.					
# Mitarbeiter (FTE)	2016: 4					
Investitions- kategorie	CHF 5 Mio. (Fremd- und/oder Eigenkapital   Beteiligungsanspruch ist verhandelbar)					
Erwartetes Engagement	<input checked="" type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input type="checkbox"/>	nur finanzielles Engagement
Referenz	Projekt PORTALIS					
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr					



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Children Books: Publishing (and Printing) Sellside



Region	Vienna area, Austria
Industrial sector	2731 - Books: Publishing (and Printing)
Title	Company succession - Publishing company with a comprehensive backlist and long history
Short description	<p>“Fairy tale” is an Austrian publishing company which is specialized in children books. The company is well established in the German area and most of the sales are in Germany, Austria and Switzerland. The company is for sale due to a missing successor.</p> <ul style="list-style-type: none"> <li>• Outstanding reputation in the German speaking area</li> <li>• Key markets are Austria, Germany and Switzerland</li> <li>• Main Focus are children books (2 - 8 years, school-preparatory and school-accompanying books, richly illustrated first-hand books)</li> <li>• Specialist in the field of individualized orders and special book requests</li> <li>• Comprehensive backlist with over 460 titles reaching back to the year 1947</li> <li>• Not operationally printing - intangible assets are for sale (company name and backlist)</li> </ul>
Category of turnover	EUR 0.5 mio. to 1 mio.
# employees (heads)	< 10
Category of price	< EUR 1 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both
Reference	Project “Fairy tale“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Exclusive Vineyard with Guesthouse Sell-side	
	 
Region	Switzerland and Piemont (Italy)
Industrial sector	Production of wine, hospitality
Title	Purchase opportunity for exclusive Vineyard
Short description	<p>This pearl of the wine world (around 8 hectares) is a meeting place for families and friends on the very pulse of nature. In addition to 5.5 hectares of vineyards, the estate has a guest villa of ten rooms (including exclusive rooms and apartments), a modern private house and a farmhouse that is used as operational building and office. To this day, many guests were able to enjoy the unique atmosphere and the excellent homemade wines. In addition to the individually furnished guest rooms, a large swimming pool and a large library invite to stay. An imposing historic wine cellar serves for tastings or special occasions. It is also possible for companies to book seminar rooms.</p> <p>Today, the annual production is about 40,000 wine bottles, which are sold almost exclusively in Switzerland through reliable sales channels (among others, various wine retailers or B2C). Customers include restaurants, hotels, individuals and retail trade. The production can easily be increased by renting neighbouring areas or by buying grapes.</p> <p>The vineyard was acquired by a Swiss over ten years ago and has gradually been expanded since. Now the owner wants to open a new chapter and sell the vineyard as well as the Swiss distribution company.</p> <p>Purchase of the Italian capital company (vineyard) and the Swiss distribution company (stock company). The price expectations are in the upper single-digit million range (CHF). The date of sale can be discussed.</p>
Category of turnover	n.a.
# employees (heads)	n.a.
Category of price	in the upper single-digit million range (CHF)
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Projekt PASSIONE
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Gastronomie-Branche - Gasthaus mit viel Potenzial Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz				
Branche	Gastronomie-Branche - Gasthaus				
Titel	Firmen- Liegenschaftsübernahme infolge Nachfolgeregelung				
Kurz- beschreibung	<p>Für eine in der Branche der Gastronomie und Hotellerie erfolgreiche Unternehmung in der Nordwestschweiz wird eine Nachfolgelösung gesucht:</p> <ul style="list-style-type: none"> <li>▪ Das sehr gepflegte Gasthaus wird mit sehr guter Reputation geführt</li> <li>▪ Dazu gehören: fünf Hotelzimmer sowie eine grosse 2.5-Zimmer-Wirtewohnung, Gewölbewein Keller, Minigolfanlage, Hirschzucht, Bauland mit Rheinsicht, die Küche wurde 2014 erneuert</li> <li>▪ dazu gehören zwei weitere Parzellen mit Garten und Parkplätze</li> <li>▪ Ausflugsziel, Wanderziel</li> <li>▪ Sitzplätze: Restaurant + Säali: 50 Plätze + hinterer Saal: 40 Plätze sowie Sonnenterrasse mit um die 70 Plätzen</li> </ul>				
Umsatz- kategorie	CHF < 500'000				
# Mitarbeiter (Köpfe)	< 10				
Preis- kategorie	CHF 1 bis 2 Mio.				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-Ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Beliebtes Gasthaus mit Rheinsicht				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Gastronomie- Landgasthof, Hotel und Weinkeller Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz
Branche	Gastronomie-, Hotellerie und Weinhandel - idyllischer Landgasthof
Titel	Firmen- Liegenschaftsübernahme infolge Nachfolgeregelung
Kurz- beschreibung	<p>Für eine in der Branche der Gastronomie und Hotellerie sowie Weinhandel erfolgreiche Unternehmung in der Nordwestschweiz wird eine Nachfolgelösung gesucht. Der gut unterhaltene Landgasthof wird in der 5ten Generation mit sehr guter Reputation geführt.</p> <p>Aufstellung Landgasthof:</p> <ul style="list-style-type: none"> <li>▪ drei Hotelzimmer, eine 5.5-Zi. Wirtwohnung, 2 grosse Mitarbeiterzimmer, Gewölbeweinkeller mit 7 Räumen</li> <li>▪ Sitzplätze: Gaststube 40 + Stube 20, Bankettsaal 35 , Sonnenterrasse 80</li> </ul> <p>Aufstellung Pavillon:</p> <ul style="list-style-type: none"> <li>▪ Pavillonstube 20 Sitzplätze, Aussensitzplätze, Junior-Suite mit Terrasse</li> <li>▪ Optional kann ein weiteres Gebäude hinzugekauft werden mit ca. 12 Gästezimmern</li> <li>▪ Bankette, Seminare, Degustationen</li> <li>▪ Ausflugsziel, Wanderziel, Bergsicht, Ruine Farnsburg</li> </ul>
Umsatz- kategorie	CHF 500'000 - 1 Mio.
# Mitarbeiter (Köpfe)	< 10
Preis- kategorie	CHF 2 bis 5 Mio.
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Management-Kapazität <input checked="" type="checkbox"/> beides
Referenz	Idyllischer Landgasthof , Hotel und Weinkeller
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Gastronomie- Restaurant mit Bar und zwei Wohnungen Firmenangebot - Verkauf



Region	Schweiz - Nordwestschweiz				
Branche	Gastronomie-Branche -Restaurant mit separater Bar und zwei eigenständigen Wohnungen				
Titel	Wertvolle, Totalsanierte Rendite-Immobilie mit Gastronomieanteil und sehr guter Rendite				
Kurz- beschreibung	<p>Diese historische, sehr schön gepflegte und 2012 totalsanierte Immobilie an bester Lage in Basellands Hauptstadt, wird mit 5.9% Brutto- Rendite veräussert:</p> <p>Dazu gehören:</p> <ul style="list-style-type: none"> <li>▪ DG: 1-Zimmerwohnung, 2.5- Zimmerwohnung</li> <li>▪ 1. OG: Sitzplätze: Ballsaal 75, Büro, Sitzungssäli 15, Vorbereitungsküche, Toiletten, Waschküche</li> <li>▪ EG: Restaurant 56 SP, Gartenwirtschaft 70 SP und Küche</li> <li>▪ 1. UG: Sitzplätze: Wine &amp; Musicbar 45 SP, Kühl- &amp; Lagerräume, Toiletten</li> <li>▪ 2. UG: Lager, Haustechnik</li> <li>▪ Die Immobilie liegt an gut frequentierter Lage im Stedtli und erfreut sich einem exzellenten Ruf</li> <li>▪ im Jahr 2012 umfassende und hochwertige Renovation</li> </ul>				
Umsatz- kategorie	CHF 500'000 - 1 Mio.				
# Mitarbeiter (Köpfe)	< 10				
Preis- kategorie	CHF 2 bis 5 Mio.				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-Ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Totalsaniertes Restaurant mit separater Bar und zwei Wohnungen				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Gipsergeschäft Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz				
Branche	Baunebenbranche				
Titel	Bestens eingeführtes Gipsergeschäft sucht Nachfolgelösung				
Kurz- beschreibung	<p>Ein erfolg- und traditionsreiches Gipsergeschäft aus der Region Nordwestschweiz sucht zwecks Nachfolgeregelung einen Käufer.</p> <p>Der Tätigkeitsbereich der Unternehmung umfasst sämtliche Gipserarbeiten im Zusammenhang mit Neu- und Umbauten, wie auch Renovationen und Sanierungen. Das Gipsergeschäft zeichnet sich durch langjährige Erfahrung aus und verfügt als kompetenter Partner im Bereich des Nass- und Trockenbaus einen ausgezeichneten Ruf.</p>				
Umsatz- kategorie	CHF 500'000 bis 2'000'000				
# Mitarbeiter (Köpfe)	11 bis 20				
Preis- kategorie	n/a				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt STUCCO				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Hoch- und Tiefbau Firmenangebot - Verkauf - Nachfolge



Region	Westaargau / Zentrales Mittelland		
Branche	Bau		
Titel	Nachfolgeregelung / Verkauf eines erfolgreich geführten Hoch- und Tiefbauunternehmens mit langjähriger Stammkundschaft und sehr guter Marktverankerung		
Kurz- beschreibung	<p>Die Unternehmung wird in der 2. Generation erfolgreich geführt. Sie erwirtschaftet jährlich einen Umsatz in der Höhe von rund CHF 5.3 Mio.</p> <p>Die KMU hat sich im Bereich Hoch- und Tiefbau spezialisiert und ist vor allem im Gebiet Westaargau / zentrales Mittelland tätig. Sie liegt an verkehrsgünstiger Lage und verfügt über einen modernen Maschinen- und Fahrzeugpark sowie über einen zweckmässigen Werkhof. Zurzeit beschäftigt sie 22 Mitarbeitende.</p> <p>Der langjährige und wiederkehrende Kundenstamm hat wesentlich zum Erfolg der Unternehmung beigetragen. Aus Altersgründen strebt der Inhaber eine Nachfolge durch Verkauf der Unternehmung an.</p> <p>Die optimale und moderne Infrastruktur, die langjährigen Kundenbeziehungen sowie ein bewährtes Unternehmenskonzept sollen dafür sorgen, dass die Unternehmung auch zukünftig im Wettbewerb bestehen kann.</p>		
Umsatz- kategorie	CHF 5 Mio. (brutto)		
# Mitarbeiter (Köpfe)	22		
Preis- kategorie	Verhandlungssache		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Kleinere Bauunternehmung		
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Immobilienagentur zu verkaufen Verkauf



Region	Südschweiz
Branche	Immobilien
Titel	Immobilienagentur zu verkaufen
Kurz- beschreibung	<p>Wir sind mandatiert, eine bestens im Markt etablierte Immobilienvermittlungsfirma im Premium-Segment zu verkaufen. Nutzen Sie diese seltene Gelegenheit für ein nachhaltiges Investment oder zur Verwirklichung Ihres Wunsches nach Selbständigkeit!</p> <p>Die Gesellschaft beschränkt sich auf hochwertige Immobilien. Aktuell verfügt die Gesellschaft über ein Portfolio mit rund 200 Verkaufsobjekten.</p> <p>Hochmotivierte, langjährige Mitarbeitende haben zum stetig wachsenden Erfolg der Gesellschaft in den letzten Jahren beigetragen. Das internationale Team bedient die Kunden in den Sprachen Deutsch, Englisch, Französisch, Italienisch und Spanisch.</p> <p>Die gemietete Geschäftsliegenschaft an attraktivster Lage bietet eine gute Basis auch für Laufkundschaft, die einen Kundenanteil von etwa 40% ausmacht.</p> <p>Besonderes:</p> <p>Im Rahmen des Verkaufs der Gesellschaft stehen aus Hand einer Privatperson 100% der Aktien zum Verkauf. Angestrebt wird in erster Linie ein Share-Deal. Die verkaufende Person erklärt sich bereit, den neuen Eigentümer in der Übergangsphase tatkräftig zu unterstützen. Eine langfristige operative Weiterbeschäftigung kann durchaus diskutiert werden.</p>
Umsatz- kategorie	CHF 2.5 Mio. bis CHF 5.0 Mio
# Mitarbeiter (Köpfe)	> 10
Preis- kategorie	Verhandlungssache
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
Referenz	Projekt LUSSO
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## IT/ Software Firmenangebot - Verkauf - Nachfolge



Region	Schweiz				
Branche	IT / Software				
Titel	Verkauf				
Kurz- beschreibung	Microsoft ist ein IT-Dienstleister mit eigener OerK Software mit den Grundmodulen Adressen, Einwohnerkontrolle, Finanzen, Kreditoren, Debitoren, Lohn, Fakturen und Werke. Die Module dienen als Schnittstelle zu Kanton und Bund und ermöglichen es dem Kunden weiterführende Dienstleistungen, wie Beratung, Schulung und Support anzubieten. Die modulare Software bietet den potentiellen Kunden grösste Unabhängigkeit (Eigenentwicklung auf Java, XML, Oracle Datenbank und Linux). Das Unternehmen konzentriert sich in erster Linie auf kleine und mittlere Gemeinden, Schulen, Werke, Pfarrämter und Feuerwehren. Besonders stark ist die Marktstellung in der Deutschschweiz.				
Umsatz- kategorie	CHF 5 - 10 Mio.				
# Mitarbeiter (Köpfe)	21 - 50				
Preiskategorie	CHF 6.0 bis 8.0 Mio. (Entity Value)				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt OerK				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Lagerautomatisierung / Industrielle Automation Firmenangebot - Verkauf - Nachfolge



Region	Deutschschweiz		
Branche	Lagerautomatisierung / Industrielle Automation		
Titel	Erfolgreiches Unternehmen in Lagerautomatisierung / Industrielle Automation sucht Nachfolgelösung		
Kurzbeschreibung	<p>Geschäftstätigkeit Das Unternehmen (Aktiengesellschaft), mit Sitz im Kanton Luzern, ist erfolgreich in zwei Geschäftsfeldern tätig:</p> <p>1. Lagerautomatisierung Im Geschäftsfeld Lagerautomatisierung konzentriert man sich auf Projekte zur Rundum-Erneuerung bestehender, aber in die Jahre gekommener Blechlager.</p> <p>2. Industrielle Automation Im Geschäftsfeld Industrielle Automation verfügt die Gesellschaft über eine reichhaltige Bibliothek selbst entwickelter Funktionalitäten für die Erstellung von Steuerungsprogrammen für den industriellen Einsatz (SPS, TWINCAT, .net). Auf dieser Basis werden nach spezifischen Anforderungen des Kunden Steuerungen für Produktionsmaschinen entwickelt. In der Lagerautomatisierung hat die Gesellschaft Kunden in der Schweiz, in Deutschland und in Österreich. Zudem gibt es nachgewiesenes Potenzial in Italien, Frankreich, England und Schweden. Für die Markterschliessung und Akquisition arbeitet man mit führenden Systemanbietern und anderen Partnern zusammen. In der Industriellen Automation hat die Gesellschaft stets mit relativ wenigen, langjährigen Schlüsselkunden gearbeitet und für diese massgeschneiderte Lösungen realisiert. Dabei profitiert man vom langjährigen Status als Partner der deutschen Firma Beckhoff. Chancen für den Investor Sehr gut etabliertes, seit rund 35 Jahren in zwei Marktnischen erfolgreiches Unternehmen mit bester Reputation und hochstehendem fachlichen Know-how. Attraktive, stark nachgefragte Produkte und Dienstleistungen in Nischenmarkt in der DACH Region mit vergleichsweise wenig Konkurrenz. Sehr gute Vernetzung auf Lieferanten-, Partner- und Kundenseite. Guter Auftragsbestand und belastbare Leads mit entsprechenden Möglichkeiten für die Zukunft. Solide Finanzierung ohne Fremdkapital, kerngesunde Bilanz. Umsätze stabil, aber durch Übernehmer mit relativ rasch und einfach umsetzbaren Massnahmen deutlich und nachhaltig steigungsfähig.</p>		
Umsatzkategorie	CHF 500'000 bis 1 Mio.		
# Mitarbeiter (Köpfe)	< 10		
Preiskategorie	CHF < 500'000		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Management-kapazität <input checked="" type="checkbox"/> beides		
Referenz	Projekt „Pyramide“		
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Motorradfachgeschäft Firmenangebot - Verkauf - Nachfolge



Region	Deutschschweiz				
Branche	Motorradfachgeschäft				
Titel	Etabliertes Motorradfachgeschäft an bester Lage				
Kurz- beschreibung	<p>Ein profitables, inhabergeführtes Motorradfachgeschäft sucht einen Käufer zwecks Nachfolgeregelung. Das Unternehmen befindet an einer zentralen und stark frequentierten Lage in der Deutschschweiz.</p> <p>Das eingespielte Team ist in den Bereichen Handel, Service und Dienstleistungen für Motorräder, Zubehör und Bekleidung tätig. Als offizielle Markenvertretung von zwei der erfolgreichsten Motorradmarken ist der Betrieb am Markt bestens etabliert und für die Zukunft gerüstet.</p> <p>Aufgrund der örtlichen Gegebenheiten bestehen Möglichkeiten für eine Expansion des Unternehmens.</p>				
Umsatz- kategorie	Ca. CHF 4 bis 5 Mio.				
# Mitarbeiter (Köpfe)	Ca. 10				
Preis- kategorie	Verhandlungssache				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt Moto				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				


SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Online-Plattform für Mineralölprodukte Firmenangebot - Verkauf - Nachfolge



Region	Zentralschweiz
Branche	IT-Branche
Titel	Online-Plattform für Mineralölprodukte sucht Investoren
Kurz- beschreibung	<p>Das Projekt OIL BROKER wurde durch ein in der Deutschschweiz ansässiges IT-Unternehmen entwickelt, welches seit 2012 v.a. in der Projektumsetzung in den Bereichen Internet, Apps und Social Media tätig ist. Ausserdem verfügt das IT-Unternehmen über ausgewiesenes Fachwissen im Heizölhandel.</p> <p>Nachdem bisher rund CHF 90'000 in die Entwicklung und Programmierung des Projektes OIL BROKER investiert wurden, soll mit dieser Finanzierungsrunde vorab eine AG gegründet werden, um das Projekt in eine eigenständige juristische Person zu transferieren und die notwendigen Marketingmassnahmen einzuleiten. Für den anstehenden Finanzierungsschritt stehen 20% bis 35% des Aktienkapitals des neu zu gründenden Unternehmens zum Verkauf. Der Investitionsumfang beträgt CHF 250'000 bis 450'000.</p>
Umsatz- kategorie	n.a.
# Mitarbeiter (Köpfe)	n.a.
Preis- kategorie	CHF 240'000 - 450'000
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
Referenz	Projekt OIL BROKER
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Project “Blacksmith” (Drop Forging Company) Sell-side		
Region	North Rhine Westphalia, Germany	
Industrial sector	Supplier to the automotive and mechanical engineering industries	
Title	Drop forging company with renowned OEM customers looking for a strategic or financial investor	
Short description	<p>The company produces forged parts for the automotive and mechanical engineering industries. Its product range encompasses rolled blanks, semi-finished and finished components. Its most important products are: transmission components, trailer/truck components, roof racks, components for construction and agricultural machinery, seat and control panel components, components for mechanical engineering equipment etc.</p> <p>The company’s customers include renowned automotive manufacturers and their suppliers as well as mechanical engineering companies.</p> <p>The company filed for insolvency in June 2016 and is looking for a strategic or financial investor who is prepared to support the planned restructuring and optimisation strategy either by means of capital increase (minority or majority participation is possible) or through the acquisition of the business.</p>	
Category of turnover	15-20m	
# employees (heads)	100-120	
Category of price	<5m	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both	
Reference	Project „Blacksmith“	
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr	

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Manufacturer and Finisher of Insulating Glass Sell-side



Region	North Rhine Westphalia, Germany
Industrial sector	A leading German manufacturer and finisher of insulating glass
Title	A leading German manufacturer and finisher of insulating glass is looking for investors
Short description	<p>The business comprises two companies (Company 1 and its un-consolidated subsidiary, Company 2). Both companies are family run businesses.</p> <p>Bright has a strong tradition of manufacturing and finishing insulating glass, which it has been doing for more than thirty-five years. The business comprises two companies (Company 1 and its un-consolidated subsidiary, Company 2). Both companies are family run businesses.</p> <p>Bright is one of the leading insulating glass producers in Germany. Its products are used primarily in the building industry and have numerous applications for internal as well as external areas and provide heat protection, soundproofing, safety, sun protection, fire protection and decoration. In addition its products are highly energy efficient and robust. Its most important product groups are:</p> <ul style="list-style-type: none"> <li>• Thermal insulation glass</li> <li>• Sun protection glass</li> <li>• Sound reduction glass</li> <li>• Fire protection glass</li> <li>• Safety glass</li> <li>• Patterned glass</li> </ul> <p>Bright filed for insolvency in self-administration (,in Eigenverwaltung‘) in September 2016. Bright’s Management was forced to initiate insolvency proceedings following a significant reduction in margins caused by a sharp increase in the price of raw glass. The increased cost of materials could not be fully passed on to customers (particularly larger sized customers) given the existing competitive market conditions.</p>
Category of turnover	15-20m
# employees (heads)	120-150
Category of price	5m-10m
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project „Bright“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Projekt LOTIS - Haushaltgrossgeräte Firmenangebot - Verkauf - Nachfolge



Region	Espace Mittelland
Branche	Verkauf und Erbringung von Reparaturdienstleistungen
Titel	Nachfolgeregelung eines sehr profitablen Händlers von Haushaltgrossgeräten
Kurz- beschreibung	<p>Das Projekt LOTIS steht für die Nachfolgeregelung eines traditionsreichen Haushaltgeräte-händlers mit Firmensitz im Mittelland. Seit Jahrzehnten pflegt die Gesellschaft enge Lieferantenbeziehungen zu führenden Geräteherstellern im Bereich Haushalt. Durch die bewusste Konzentration auf ausgewählte Markenvertretungen im Hochqualitätssegment wird das Produktangebot stets auf Markt- und Kundenbedürfnisse abgestimmt.</p> <p>Die umfassenden Service- und Reparaturdienstleistungen vervollständigen das Leistungsangebot und werden vom breiten Kundenstamm als klares Alleinstellungsmerkmal gegenüber dem Wettbewerb wahrgenommen.</p> <p>Im eigenen Showroom werden Kunden individuell und kompetent beraten. Der nachhaltig gute Ruf bei Immobilienverwaltungen, weiteren Geschäfts- sowie Privatkunden führte in den letzten Jahren zu einem sehr profitablen Umsatz von rund CHF 5 Mio.</p> <p>Der als Geschäftsführer tätige Eigentümer möchte aus Altersgründen die Unternehmensnachfolge regeln. Beabsichtigt ist der Verkauf von 100% der Aktien. Zur Sicherstellung einer kontinuierlichen Übergangsphase steht der jetzige Eigentümer der Käuferschaft während einem zu definierenden Zeitraum beratend zur Verfügung. Diese Übernahmemöglichkeit eignet sich vor allem für wachstumsorientierte Mitbewerber, diversifizierende strategische Investoren sowie finanzkräftige Privatpersonen (MBI).</p>
Umsatz- kategorie	CHF 5 bis 10 Mio.
# Mitarbeiter (Köpfe)	11 bis 20
Preiskategorie/ (Preisvorstellung)	Verhandlungssache
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Management-kapazität <input checked="" type="checkbox"/> beides
Referenz	Projekt LOTIS
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Manufacturer of Hand Tools Buy Side and Sell-side



Region	South Germany
Industrial sector	A leading German manufacturer of hand tools
Title	A leading German manufacturer of hand tools is looking for a strategic partner
Short description	<p>“Tool” develops, designs and manufactures products which meet the highest demands of functionality, durability and ergonomics.</p> <p>Founded over 75 years ago as a small, family-run business for standard parts and screws, today “Tool” is a global company with production and assembly premises all over Europe, Asia, and the United States - and is still managed and owned by the founder’s family.</p> <p>“Tool” offers the professional an extensive range of high-quality premium tools, characterized by the use of the latest manufacturing technologies, application-oriented innovations, ergonomic superiority, the highest quality, absolute reliability and long lifespan.</p> <p>„Tool“ is looking for a strategic partner, e.g. active in the electric tool industry or other production companies with similar end-costumers. The objective is to form a strategic col-laboration to improve “Tool”s marketing and add further sales channels.</p> <p>“Tool” would be willing to sell a minority share or would also be willing to buy a minority share of the strategic partner.</p>
Category of turnover	60-80m
# employees (heads)	800-1000
Category of price	Not disclosed
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project „Tool“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Telekommunikation Firmenangebot - Verkauf - Nachfolge



Region	Deutschschweiz				
Branche	Telekommunikation				
Titel	Nachfolgeregelung				
Kurz- beschreibung	<p>Hinter dem Projekt GOLDEN GATE steht ein etabliertes Telekommunikationsunternehmen aus dem B2B-Markt.</p> <p>Das Unternehmen ist für die Ausführung bzw. Umsetzung von Telekommunikations- und EDV-Lösungen verantwortlich und besitzt weitreichende Erfahrungen in der Entwicklung, der Planung und der Erstellung von Systemintegrationen im Informatikbereich. Die Softwareentwicklung erfolgt kundenspezifisch und nach neusten Standards. GOLDEN GATE bietet Lösungen für die moderne, effiziente Telekommunikationsumgebung für kleine bis grosse Unternehmungen an.</p> <p>Die Beratungen zu Kostenoptimierungen in allen Telekommunikationsbelangen, wie auch die fachkompetente Betreuung von bereits bestehenden Telekommunikationslösungen gehören dazu.</p>				
Umsatz- kategorie	CHF 800'000 bis 1'600'000				
# Mitarbeiter (Köpfe)	< 10				
Preis- kategorie	Verhandlungssache				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt GOLDEN GATE				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Agriculture Sell Side	
Region	Bulgaria - Global
Industrial sector	Agriculture
Title	Acquisition of a Swine Farm and a Feeding Mill
Short description	<ul style="list-style-type: none"> <li>Target assets to be sold: a <u>Swine Farm</u> and a <u>Feeding Mill</u>.</li> <li>The assets are located in the hearth of the grain production in Bulgaria.</li> <li>The current human resource structure includes a team with 1 director, 4 securities, plus a veterinary and a maintenance chief.</li> </ul> <p><b>Swine Farm</b></p> <ul style="list-style-type: none"> <li>The Farm works in a close cycle production system.</li> <li>Total installed capacity includes 30 thousand fattening pigs and 1,000 productive sows.</li> <li>Facilities: <ul style="list-style-type: none"> <li>Total area of 170,331 sqm, including a covered area of 35,413 sqm</li> <li>1,207 gestation places</li> <li>312 farrowing places</li> <li>5,600 rearing places</li> <li>11,200 fattening places</li> </ul> </li> <li>The farm is ready to operate with all the legal documents and requirements approved.</li> <li>Currently with a residual activity, for license maintenance purposes.</li> <li>Farm located in a potentially big market region (Black Sea region).</li> <li>Facilities prepared to increase the capacity.</li> </ul> <p><b>Feeding Mill</b></p> <ul style="list-style-type: none"> <li>Is a complete automatic feed factory.</li> <li>Facilities: <ul style="list-style-type: none"> <li>Total area of 51,922 sqm, including a covered area of 28,216 sqm of which 8,377 sqm correspond to the factory.</li> <li>3 renewed storage buildings for grains with a total capacity of 6,000 t/m3, including: 6 storage silos for raw material; 5 finished product silos; Storage for micro raw materials; Storage for medicines; Oil tank and automatic dosing system; 50 ton truck electronic weighting system; Grain tank prepared to unload trucks.</li> </ul> </li> <li>Has a system HACCP implemented.</li> <li>The facilities can be licensed for as commercial feeding mill.</li> <li>Available space to install other storage and drying system for grains.</li> <li>Capacity to increase the grain storage to 9,600 t/m3.</li> </ul>
Category of turnover	n.a.
# employees	n.a.
Category of price	EUR 500'000 bis 2 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project SWINE
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Aluminum foundry in Paris region Sellside



Region	France
Industrial sector	Industrial foundry
Title	Project ATHENA - Opportunity to acquire an aluminum foundry in Paris region.
Short description	<p>ATHENA is an aluminum foundry located less than 50km West of Paris and specialized in permanent mold casting using gravity process. The company owns a plant exceeding 1.500sqm and a large and diversified industrial equipment.</p> <p>With 70 years of experience, ATHENA masters every steps of the production process, including mold manufacturing, foundry and machining, and is able to produce small and medium series (up to 5.000 units). ATHENA has the ability to mold from precision parts to very large ones (several meters). With a strong know-how, the company clientele is really diversified but most of the revenue comes from street furniture and interior design sector in which the company is a reference.</p> <p>ATHENA has under exploited capacities and the size of its plant allows greater production volumes.</p> <p>The financial situation of the company is healthy (no bank debt) with a growing turnover and a recurring EBITDA rate above 25% of sales. This allows the company to generate a comfortable cash flow.</p> <p>100% of the shares of the company and its real estate are for sale.</p>
Category of turnover	EUR 1 to 5 mio.
# employees (heads)	10 to 20
Category of price	< 5 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project ATHENA
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Amusement park - South of France Sellside



Region	France
Industrial sector	Leisure
Title	Project CLOWN - Opportunity to acquire an amusement park located in South of France.
Short description	<p>CLOWN is an amusement park located in South of France, near Marseille and Aix-en-Provence. Dedicated to kids, the park is divided in one indoor and one outdoor area with different universes, rides and playgrounds.</p> <p>With more than 30 years of existence, CLOWN is a renowned amusement park (<i>rated as one of the best of the region on different websites</i>), renewed each year with new attractions and shows. 120.000 entrance tickets were sold last year and constituted a large part of the amusement park's turnover (70%). The company also benefits from additional revenues (30%) related to refreshments, snacks and events such as birthdays.</p> <p>CLOWN possesses a reception room which can host corporate and private events. This part of the business has been under exploited during the past years and could generate additional turnover.</p> <p>The financial situation of the amusement park is healthy. Last year turnover amounted 2 mio EUR and is strongly increasing since 2013 with the opening of the indoor park (2 mio EUR investment). The recurring EBITDA margin amounted around 20% of sales over the last years.</p> <p>The real estate of the park includes 8 hectares of land, offering possibilities for future expansion on the park area and activity growth.</p> <p>100% of the shares of the company and its real estate are for sale.</p>
Category of turnover	EUR 1 to 5 mio.
# employees (heads)	10 to 20
Category of price	< 10 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project CLOWN
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Education Sell-side mandate



Region	United Kingdom			
Industrial sector	Education/Training			
Title	Sell-side			
Short description	<p>Training provider providing delivery of modern apprenticeships and corporate training Vendors seeking full exit</p> <p>Key investment highlights</p> <ul style="list-style-type: none"> <li>- Leading independent IT training provider in Scotland</li> <li>- Microsoft and Cisco Learning Partner</li> <li>- Favourable market dynamics with UK government committed to increasing annual apprenticeship funding to £3bn by 2020</li> <li>- Track record of organic growth</li> <li>- Significant opportunity for expansion in England supported by introduction of the Apprenticeship Levy</li> </ul>			
Category of turnover	£3-5m			
# employees (heads)	50			
Category of price	£3-10m			
Engagement	just financial	just management	✓	both
Reference	Project Thomas			
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr			



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Fashion Apparel Sellside



Region	Italy
Industrial sector	Apparel
Title	Project Fashion
Short description	<p>The Company established in 2009 is an Italian family-run business that designs, produces and sells a complete range of apparel and accessories to create a total look under the two directly owned brands and is the official distributor for Italy of the UK brand part of a major fashion group.</p> <p>The company engages in the design, manufacture and wholesale of clothing and accessories for women. It design, produces and sells a complete range of apparel and accessories. The main characteristic of the company is the 'fast fashion' business model.</p> <p>The two brands line represents a stylistic identity able to compete with the most important luxury brand.</p> <p>The Company produces 2 collections (SS-FW ) and 2 capsules a year to keep a fresh product offering for each brand.</p> <p>The three brands have different target customers, different market niches and individual growth strategies, so that the Company can cover the affordable luxury segment comprehensively whilst maintaining a balanced risk portfolio capable of responding speedily to changes in retail and consumer patterns</p> <p>The Company garments are mainly distributed through the wholesale channel.</p> <p>The wholesale channel covers Italy, the main European countries (with focus on Southern &amp; Western Europe), the USA, MENA, &amp; APAC, currently reaching over 800 doors</p> <p>In Italy the principal sales channels are: 2 wholesale cash&amp;carry showrooms, a network of agents for each brand and a strong and growing monobrand channel (currently consisting of 20 franchising monobrand stores)</p> <p>In Europe distribution is organized through a network of authorized distributors and an online retailer with base in the UK</p> <p>Outside of Europe the focus is on key client accounts and selected authorized distributors</p> <p>The Company also operates through two Outlets located in the Milan area that sell the end-of-season products</p> <p>The shareholders are interested in searching for a financial and/or industrial partner interested in buying a majority stake up to 100% in order to access additional financial, relational and managerial resources to further boost the development of the brands and/or to further enhance the value of the sales network with a synergic approach</p>
Category of turnover	EUR 7.1 mio
# employees (heads)	19
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Fashion
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Industrial sector - Licensed Apparel Distribution Type of transaction - Sell side



Region	United Kingdom
Industrial sector	Licensed Apparel Distribution
Title	Project Pluto
Short description	<ul style="list-style-type: none"> <li>• A leading UK-based designer and distributor of licensed apparel</li> <li>• Diverse portfolio of licences comprising leading global brands and characters</li> <li>• Longstanding blue-chip customer base of leading UK retailers</li> <li>• Well established supply chain underpinned by strong quality controls and robust ethical standards</li> <li>• Strong financial performance with growing revenues in excess of £30m and EBITDA of £2m+</li> </ul>
Category of turnover	EUR 20 to 50 mio.
# employees (heads)	101 to 200
Category of price	EUR 15 bis 50 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Pluto
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Office furniture company Sellside



Region	Italy
Industrial sector	Office furniture
Title	Project Gamma
Short description	<p>The Company® was created in 1990. Since 1993 the typical elements of a rapid and solid development have been evident. Sales penetration increased steadily until it reached 100 Countries and more than 1700 customers worldwide, multiplying its turnover several times with a good balance between national and overseas markets. The management became noted for the dynamism and originality of its ideas and for its constant readiness to welcome demand from new or consolidated markets.</p> <p>The brand is present in the most important exhibition centres: Milan, Madrid, Cologne, Moscow and Dubai and, through its own distributors, in many important shops around the world. In addition to the many approvals already obtained, the Company is pursuing the route towards less ecological impact through its eco-sustainable processes, such as its cooperation with organisations like the Green Building Council for the selection of products which contribute to the LEED rating, for example.</p> <p>The Company has always paid particular attention to the observance of European standards in terms of the safety and reliability of the product. For this reason, all the items in the product catalogue have been tested in approved laboratories, guaranteeing to its own customers the quality of the products it is offering.</p> <p>The production facility is located in the northern Italy and has modern plants for the production of panels and for logistics management.</p> <p>The Company creates Executives, Workstations, archiving systems, reception areas and partitions :</p> <ul style="list-style-type: none"> <li>• executives</li> <li>• workstations</li> <li>• archiving systems</li> <li>• reception area</li> <li>• partitions</li> </ul> <p>Majority stake up to 60%. The majority shareholders are considering to divest their interest in the Company. The current management and current minority shareholders are willing to maintain its role in the Company</p>
Category of turnover	EUR 40mio, EBITDA margin 11%
# employees (heads)	60
Category of price	EUR 20-22mio
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Gamma
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Oil & Gas/Software Fundraising



Region	United Kingdom
Industrial sector	Oil & Gas/Software
Title	Fund raising - PE
Short description	<p>Client looking to raise development capital to fund an acquisition in South America</p> <p>Key investment highlights</p> <ul style="list-style-type: none"> <li>- Client has existing operations in UK, Australia &amp; Canada</li> <li>- Leading IBM channel partner for Maximo Enterprise Asset Management software providing solutions to clients in Oil &amp; Gas, ports, airports and FM sectors</li> <li>- Energy companies in particular are placing increased emphasis on cost saving technology - a key selling point of EAM software</li> <li>- Global infrastructure in position to support a scalable business plan</li> <li>- Business looking to transition to cloud based delivery model</li> </ul>
Category of turnover	\$10-20m
# employees (heads)	50
Category of price	\$5-10m
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Apex
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Pasta Sellside	
Region	Italy
Industrial sector	Manufacturing - Food products
Title	Project Pasta
Short description	<p>The company produces high-quality pasta in more than 150 different shapes and a wide range of products associated with the most traditional and authentic of Italian dishes, such as basic sauces, ready-made pasta sauces, seasonings, rice, pulses, extra virgin olive oil, biscuits and gluten free products.</p> <p>The pasta factory was founded in 1967 from an ancient family of industrial pasta makers and it is based in the South of Italy in a region rich of history and traditions related to the world of pasta and always been known as one of the best production area of it, in Italy and Europe. The company has been awarded ICEA certification, which certifies the organic production method together with ISO 22005:2008, ISO 14001:2004, EMAS, BRC, IFS, FSSC 22000:2011, KOSHER, HALAL and OHSAS 18001:2007 certification.</p> <p>The owners has made considerable investments in machinery and technology over the years to keep in line with the times and guarantee the quality and quantity of all of its products. Recently the company has created a “Dedicato” range that has been inspired by a desire to improve the sustainability of agriculture in the region of South Italy where the company is established, and strengthen direct links between farmers and consumers, based on shared values such as respect for the environment.</p> <p>The range offers a real hamper of delights:</p> <ul style="list-style-type: none"> <li>▪ pasta made using 100% region wheat;</li> <li>▪ cherry tomatoes and extra virgin olive oil produced from the olives grown in the region.</li> </ul> <p>The family tradition of pasta making combined with the product quality, spirit of enterprise, experience and innovation have made it possible for the company to become a well-known brand both in Italy and abroad, shifting the pasta production from 150 tons daily to the current 3,500 tons.</p> <p>A majority stake until 100% of the shares are up for sale</p>
Category of turnover	EUR 70 mio.
# employees (heads)	100
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Pasta
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD


Pharma Sellside	
Region	Italy
Industrial sector	Pharma
Title	Project Pharma
Short description	<p>Pharma, founded in 1945, is a leading pharmaceutical company performing research, development, production and marketing activities in the field of specific immunotherapy and diagnostics for the treatment and prevention of allergic diseases.</p> <p>Pharma, based in Milan, is also present abroad with representatives in Portugal, Germany, Greece, Albania, Hungary, Mexico, South Korea and, recently, also in the Russian federation and Spain.</p> <p>About 10% of the business volume is re - invested in the Scientific Research, often conducted in collaboration with the most representative research centers, including the National Research Centre and Italian and foreign university research centers. The goal is the development of new allergy vaccines more effective and safer, including recombinant.</p> <p>The Company owns the first and exclusive allergy vaccine with allergoid declined in all modes of administration: subcutaneous, drops and tablets oral It is the only allergoid with oral administration in all international market. The assimilation of the active ingredient by mucosa occurs both orally and by intestine.</p> <p>Pharma develops, produces and markets Allergy Immunotherapies, Allergy Diagnosis, Allergy Prevention, Branded Pharmaceuticals.</p> <p>Pharma offers a wide panel of products mainly focused on Allergy, from the prevention, to the diagnosis and especially to the aethiological treatment, the allergy specific immunotherapy.</p> <p>100% of the shares are up for sale</p>
Category of turnover	The net sales 2015 reached approx. € 16.5 mio with an EBITDA margin of about 14%.
# employees (heads)	
Category of price	n.a.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project Pharma
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Real Estate & Hotel Sell Side



Region	Portugal
Industrial sector	Real Estate and Hotels & Motels - Accommodations
Title	Project Sponsor is seeking for an investor/partner to invest and explore a resort in Algarve
Short description	<ul style="list-style-type: none"> <li>Alfa is located in Albufeira, Algarve, near the airport. It has a <u>fantastic location with a amazing ocean-front</u>. This seventies-built resort, actually has 264 rooms and a Tourist Village with 170 townhouses and apartments, sports centre, restaurant and swimming pool.</li> </ul>  <ul style="list-style-type: none"> <li>The resort needs a <u>value-added investment</u> including improvements in some areas and also new construction (with some demolitions).</li> <li>The Tourism in the Algarve has showed a positive trend, with consecutive growth in most indicators. The top segment has been privileged, leveraging the perception of quality of Algarve.</li> </ul> <p><u>Renewal Project description</u></p> <ul style="list-style-type: none"> <li>The Project of renewal of the Alfamar Resort, as designed for by its promoters, comprises: <ul style="list-style-type: none"> <li>-Condo-Hotel **** with 321 apartments;</li> <li>-Tourist Village with 223 units;</li> <li>-Sports centre;</li> <li>-Restaurant, swimming pools.</li> </ul> </li> <li>Investment period - 7/8 years</li> </ul> <p><u>Business model</u></p> <ul style="list-style-type: none"> <li>The units of the resort (Apartments/Townhouses/Villas) are meant to be sold to private clients with a management agreement signed with the owner of the resort.</li> </ul> <p><u>Transaction / Price / USP for the investor:</u></p> <ul style="list-style-type: none"> <li>Total investment of 85 M€ <ul style="list-style-type: none"> <li>-Acquisition of the existing Alfa Resort: 38 M€.</li> <li>-New Investments : 47 M€ (Phase 1 - 15 M€ and Phase 2 - 32 M€)</li> </ul> </li> </ul>
Category of turnover	n.a.
# employees	n.a.
Category of price	EUR 50 bis 100 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Alfa
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr





SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

## Telecommunication Sellside



Region	Italy
Industrial sector	Telecommunication
Title	Project Telecom
Short description	<p>The company is an Italian telecommunication operator with several headquarters in Italy. The company was established in 1999 and is one of the founders of NaMex and MIX (Milan Internet eXchange), the two most important Italian internet Exchange points. It completed an acquisition at the end of 2009, becoming a fully licensed Telecommunications Operator. The company has been expanding its range of services, in a logic of vertical integration, thanks to the implementation of Metro Ethernet network since 2010.</p> <p>The geographic position, which links the headquarters of Rome, Milan/Monza and Trento, allows the outsourcing of the services everywhere required, guaranteeing reliability and safety .</p> <p>The Company has been listed on AIM Italia market - Alternative Capital Market - in the FTSE AIM index in Borsa Italiana.</p> <p>The company acquired a main operator in the province of Bergamo, on July 2016, which has the exclusive use of BIG Fibra Network (about 540 km) in the province of Bergamo as well as Points of Presence (PoP's) in 94 districts and more than 100 HiperLAN sites.</p> <p>A majority stake until 100% of the shares are up for sale</p>
Category of turnover	EUR 44 mio.
# employees (heads)	200
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Telecom
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Telecom Sell side	
	 
Region	Israel - Global
Industrial sector	Telecom
Title	An investment opportunity in a leading value-added telecommunication services and solutions provider
Short description	<p>Company's Overview</p> <p>The Company provides variety of unique international communication solutions to specific niche global immigrant markets</p> <ul style="list-style-type: none"> <li>• The Services</li> <li>• Unlimited / monthly - incoming &amp; outgoing plans</li> <li>• Pay as you Go plans</li> <li>• Virtual private numbers forwarding</li> <li>• Global number forwarding</li> <li>• SIP based international origination &amp; termination "boutique" solutions</li> </ul> <p>Key Financial highlights:</p> <ul style="list-style-type: none"> <li>• Revenues: ~\$9M</li> <li>• Impressive EBITDA margins</li> <li>• Company's financials have increased YoY since inception</li> </ul>
Category of turnover	Revenues: ~\$10M
# employees (heads)	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project GlobalCall
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Agriculture, Forestry, and Fishing Sellside



Region	Argentina
Industrial sector	Agriculture production livestock and animal specialties
Title	Fertile Eggs and BB chicks producer its selling its company
Short description	<p>The company is engaged in the production and sale of fertile eggs and BB chicks, since 1998, and is located in 3 provinces of Argentina.</p> <p>It has 8 farms for breeding and for laying hens (total capacity for 600,000 chickens) and also owns an incubation facility with capacity for 4,5 million eggs a month.</p> <p>The company has a feed facility for self-sufficiency, supplying all production stages.</p> <p>The estimated production for 2015 is 8 million eggs a month, from which, almost 50% are sold as fertile-eggs and the other 50% are incubated and sold as BB chicks (assuming a birth rate of 75%-80%).</p> <p>Both fertile eggs and BB chicks are sold to food processing companies that own slaughter-houses.</p>
Category of turnover	US\$ 20 to US\$ 30 mio.
# employees (heads)	201 - 500
Category of price	US\$ 60 million.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	BB Chicks Project
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Anhydrous Ammonia Distributor Sellside



<b>Region</b>	Argentina
<b>Industrial sector</b>	D-28-Chemicals and Allied Products
<b>Title</b>	Anhydrous ammonia distribution company
<b>Short description</b>	<p>“NH3” specializes in the anhydrous ammonia distribution and has over 30 year of experience.</p> <p>The company specializes in the distribution of anhydrous ammonia in bulk and in cylinders. They also manufacture ammonia solution that is also distributed by the company.</p> <p>They have an strategic location near to its main provider production facility. They also have a long term relationship with the supplier which derives in competitive advantages related to the level of stocks, prices, discounts and terms of payment. The company has its own float of vehicles.</p> <p>The market is very concentrated and is reduced to a few competitors.</p> <p>Price od sale and the cost of raw materials are dennimated in US\$.</p>
<b>Category of turnover</b>	Between USD 1.500.000 and USD 2.000.000
<b># employees (heads)</b>	12
<b>Category of price</b>	100% deal: Price range between USD 5 - USD 10 million.
<b>Reference</b>	“NH3”
<b>Contact</b>	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Canvas and Related Products Sellside



<b>Region</b>	Canada
<b>Industrial sector</b>	Canvas and Related Products
<b>Title</b>	Manufacturer and distributor of niche shading applications for recreational vehicles
<b>Short description</b>	<p>Project Eclipse is a manufacturer and distributor of specialty shading for the transportation industry. They are involved in the development, manufacturing, and distribution of shading products for the coach, transit bus, motor home, and rail industries. It also serves the boat, truck, construction, and agricultural equipment markets.</p> <p>The company predominately serves the North American market with significant opportunities in Central and South America, as well as Europe and China.</p> <p>They aim to provide high-quality service to decision makers at companies such as Caterpillar, CNH, and Volvo. It achieves this by identifying markets where its products will be accepted, focusing research and development on areas of opportunity, and constantly training its customer service staff and field representatives. The company operates facilities in Canada and in China.</p>
<b>Category of turnover</b>	CAD \$10 to \$15 million
<b># employees (heads)</b>	N.A.
<b>Category of price</b>	CAD \$5 to \$10 million
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project Eclipse
<b>Contact</b>	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

CCTV Sell Side	
	 
Region	Israel - Global
Industrial sector	CCTV surveillance services
Title	Investment Opportunity in a leading provider of intelligent, IP-based digital video and audio solutions for CCTV security and surveillance applications
Short Description	<p>CCTV Global's Technology designs and manufactures intelligent IP surveillance solutions for mid-to-large-scale deployments in mission-critical, multi-site application environments.</p> <p>These solutions range from sophisticated video management systems including monitoring, recording, analysis, reporting and investigation suites, to high-end digital video recorders (DVR &amp; NVR).</p> <p>The company specializes in CCTV surveillance services for city centers, public spaces and public safety agencies, corporate campuses, shopping malls, residential complexes, and casinos. The system can accommodate tens, hundreds and even thousands of cameras per site operating over enterprise LAN, wireless or carrier networks.</p> <p>Installed base of Hundreds of thousands of channels worldwide.</p> <p>The company's main offices are located in Israel, USA, London and India.</p>
Category of turnover	Roughly \$4M
#employees (heads)	
Category of price	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	CCTV Global
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Chocolate Industry Sellside



Region	Argentina
Industrial sector	D-20-Food And Kindred Products
Title	Chocolate fabric and reseller
Short description	<p>“WW chocolates“ produces and sells gourmet chocolates with their own brand and for third parties.</p> <p>They have a consolidated distribution network between the major gas stations along the country.</p> <p>They also produce chocolates under third parties brands for first line companies, offering personalized packaging, with special logo patterns, for special events.</p> <p>The company´s machinery is in good conditions and the raw materials used to produce the chocolates are purchased to the main candy company en Argentina.</p> <p>The brand is positioned in the top quality segment, and in general the chocolates are exhibited near Lindt products on the point of sales racks.</p>
Category of turnover	USD 400.000 to 500.000.
# employees (heads)	12
Category of price	100% deal: Price range of USD 1 - 1,5 mio.
Reference	“WW Chocolates“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Construction Sellside



Region	Argentina
Industrial sector	C-15-Building Construction General Contractors And Operative Builders
Title	Private Contrtuction company specialized in health sector buildings
Short description	<p>“MP constructions“is a construction company for private works.</p> <p>Founded in 1997 with two partners in his direction.</p> <p>It has blue-chip clients such as supermarkets, clinics, laboratories and industries. It has not developed much activity in the public plan, 95% of its turnover is private.</p> <p>Rent offices in the Buenos Aires City and has no significant fix assets.</p> <p>There is a possibility to acquire 100% shareholding capital, where the current partners are offered to continue for a period to be agreed.</p>
Category of turnover	USD 3 mio.
# employees (heads)	50
Category of price	100% deal: Price range of USD 1 - 1,5 mio.
Reference	“MP constructions“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr




SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Dental Implants - Manufacturing Sell Side



<b>Region</b>	Israel - Global
<b>Industrial sector</b>	Dental Implants - Manufacturing
<b>Title</b>	Investment opportunity in a dynamic and innovative dental implants company
<b>Short description</b>	<ul style="list-style-type: none"> <li>Established in 2008, "DIC" is a dynamic and innovative company specializing in developing, manufacturing and marketing of dental implants, prosthetic products and surgical tools</li> <li>The company provides its customers with top quality products with focus on cutting-edge innovation</li> <li>Exclusive distribution in more than 30 countries</li> <li>2014 expected revenue- \$11M (represents 30% yoy growth)</li> <li>EBITDA Margin - more than 25%</li> <li>DIC employs 46 highly skilled employees</li> <li>The company has regulatory approvals: FDA (USA), CE (Europe), AMAR(Israel), CFDA (China), and operates according to the international standard ISO (Regular and Medical)</li> <li>Operations in Israel, China, Columbia, Russia, Mexico, Spain, Chile, Hungary and other Countries</li> <li>▫ The Company's R&amp;D team consists of leading experts in the implantation field. The company invests many resources and efforts in R&amp;D in order to position itself among the elite of dental implants manufacturers worldwide</li> </ul>
<b>Financial Highlights</b>	Revenues: \$13M
<b># employees (heads)</b>	46
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project DIC
<b>Contact</b>	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

<b>Depository institution</b> <b>Sellside</b> 	
Region	Argentina
Industrial sector	Regional Bank
Title	Regional bank for sale
Short description	<p>NW Bank is a local private bank with more than 40 years of experience.</p> <p>The Bank is located in a province in the north west region of Argentina.</p> <p>NW Bank has a 19 ATMs network.</p> <p>The Bank has a total of 6,832 saving accounts and more than 300 checking accounts with more than 100 companies paying wages to their employees through the Bank.</p> <p>NW Bank has 117 employees.</p> <p>The funding strategy is based 100% in deposits and earnings re-investment.</p> <p>NW Bank has non operating assets for near US\$ 7 million.</p>
Category of turnover	USD 5 - 10 mio.
# employees (heads)	n.a.
Category of price	51% - 100% deal: Price range of USD 15 - 50 mio. for 100% deal.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	"NW Bank"
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Fabricated Metal Products Sellside



Region	Canada
Industrial sector	Fabricated Metal Products
Title	Manufacturer of metal components and parts
Short description	<p>Project Imperial is a full service component part supplier to global OEMs, operating in the construction, material handling, defense and power transmission industries for over 20 years.</p> <p>The company's objective is to continue its growth and development as a global component part supplier for its valued customers. This is demonstrated through the continued growth in equipment, manpower and processing capability of its Chinese facility. This facility is now supplying component parts to North American, European and Asian subsidiaries of the company's Global OEM customers.</p> <p>Project Imperial has over 40 CNC machines operating on two shifts in Canada and another 60 CNC machines in China. Between the two plants, the company has 125,000ft<sup>2</sup> (11,613m<sup>2</sup>) of manufacturing floor space featuring a wide range of precision equipment to process their customers milling and turning requirements.</p> <p>The company places a significant emphasis on quality and prides itself on the Quality Assurance System it has put in place. Project Imperial is certified for both ISO 9001:2008 and ISO 14001:2004.</p>
Category of turnover	CAD \$20 to \$50 million
# employees (heads)	51 to 100
Category of price	CAD \$15 to \$50 million
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Imperial
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Food Focused Logistics and Freight Forwarding Sellside



<b>Region</b>	Canada
<b>Industrial sector</b>	Arrangement of Transportation of Freight and Cargo
<b>Title</b>	Logistics and freight forwarding service provider with niche industry focus
<b>Short description</b>	<p>Project Tiger is a provider of freight forwarding and logistics services, with a specialization in the transportation of pulses (i.e. chickpeas, beans, lentils etc.). The company arranges the most efficient means available, and secures competitive rates, to transport North American commodities to destinations around the world. The company primarily deals in large-volume shipments and most of the products handled (through transportation partners) are containerized.</p> <p>The company focuses exclusively on the transportation of commodities to destinations outside of North America. Throughout the company's multi-decade history it has built an impressive, diversified customer base throughout Canada and the United States. Strong global demand for high quality chickpeas, lentils, beans and other pulses produced in Canada, and the company's deep expertise and global network, have provided a sustainable advantage for this business.</p>
<b>Category of turnover</b>	CAD \$20 to \$50 million
<b># employees (heads)</b>	N/A
<b>Category of price</b>	CAD \$10 to \$15 million
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project Tiger
<b>Contact</b>	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Industrial - Manufacturing Sell Side



Region	Israel - Global
Industrial sector	Electronics Manufacturing Services (“EMS”)
Title	Investment Opportunity in a Leading Provider of Electronics Manufacturing Services (“EMS”) Company
Short description	<p>Company’s Overview</p> <ul style="list-style-type: none"> <li>• 10 years of strong reputation, the Company is an Electronics Manufacturing Services provider (EMS)</li> <li>• Specializes in high mix, high quality, and high complexity products</li> <li>• Provides turnkey solutions</li> <li>• Leading &amp; loyal customers in Telecom, Electronics, Medical, and Military industries</li> <li>• The Company has approximately 120 employees with a production site in Northern part of Israel</li> <li>• Approved enterprise by the Israeli Investment Center</li> </ul> <p>Potential expansion both organically and through M&amp;A.</p>
Category of turnover	~\$15M
# employees (heads)	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project EMS
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Insurance Software Consulting Company Sellside



Region	Argentina
Industrial sector	I-73-Business Services - Software
Title	Software Consulting Company specialized in Insurance sector
Short description	<p>“CS Systems“ specializes in outsourcing software development oriented to Internet technologies, database and development tools for the Insurance industry, with high expertise on Oracle products.</p> <p>The main services offered by CS Systems are: outsourcing software development, development of turnkey projects, process consulting, training in new technologies, and body shopping.</p> <p>The company’s main clients are among the top ten insurances companies in Argentina.</p>
Category of turnover	Between USD 1.500.000 and USD 2.000.000
# employees (heads)	50
Category of price	100% deal: Price range of USD 2 mio.
Reference	“CS Systems“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## IT - Agriculture & Defense Investment



Region	Global
Industrial sector	IT - Software and Hardware
Title	Start-up that develops <i>in situ</i> and autonomous IoT devices for the agriculture and defence sectors.
Short description	<ul style="list-style-type: none"> <li>MOTO is a start-up founded in 2015 that develops <i>in situ</i> and autonomous IoT devices (platform) to support decision making in the agriculture and defence sectors.</li> <li>The platform is a support solution that enables various possibilities to improve existing information models and the creation of knowledge, not available today.</li> <li>MOTO has the property of a pending patent for the sensor switch system that is the main innovation of the platform.</li> <li>The platform is comprised of two main components: <ul style="list-style-type: none"> <li><u>Hardware</u> - portable and autonomous network of bespoke IoT devices that collect data, in real time (air temperature and humidity, soil moisture, ambient light, irradiance, UV, vibration, motion, image, audio, etc.) and do not require power cables or 3rd party communications infrastructure.</li> <li><u>Software</u> - data processing/modelling engine in the cloud which stores and runs the collected data against proprietary machine learning algorithms to support decision making. Allows users to check live and historical conditions, correlate different data sources, replay events and conditions and receive recommendations and alerts from predictive and statistical models.</li> </ul> </li> <li>For the <u>agriculture/forestry sector</u> - the solution monitors, in situ, many important parameters of crops, plants, soil and weather.</li> <li>For the <u>defence sector</u> - enable dismounted soldiers to swiftly collect information from any location to improve their autonomy, situational awareness and survivability.</li> <li>Current projects in force: <ul style="list-style-type: none"> <li><u>Sell of the platform</u> to one of major eucalyptus pulp producer in Europe.</li> <li><u>Development of predictive models</u> to anticipate fruiting times and assist management decisions to UK's leading berry and stone fruit producer;</li> <li><u>Joint research project</u> funded by the Portuguese Army.</li> </ul> </li> <li>MOTO is <u>seeking for an operational/financial investor for the next investment round</u> (€1,5 M), which includes: brand development; build team; product R&amp;D and manufacturing.</li> </ul>
Category of turnover	-
# employees (heads)	-
Category of price	EUR 500'000 bis 2 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management      X both
Reference	Project SENSOR
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Packaged Meats Sellside



Region	Canada
Industrial sector	Sausages and Other Prepared Meat Products
Title	Meat procesing company for the foodservice industry.
Short description	<p>The company is an integrated manufacturer of a diversified range of fully cooked meat products including beef, pork and poultry that are sold to both retail and foodservice customers.</p> <p><b>Food Service</b></p> <ul style="list-style-type: none"> <li>- The company currently has listings with all major food service distributors in Canada and prides itself on the diversity, quality and consistency of its product offering to food service customers.</li> <li>- With the use of its state-of-the-art culinary centre, the company's innovative team hosts multiple ideation sessions with customers' R&amp;D teams to develop food products and customize them to the unique specifications of their food service clientele.</li> </ul> <p><b>Retail Brand</b></p> <ul style="list-style-type: none"> <li>- The company's retail brand is easily recognizable and appreciated for the tenderness of the meat, diversity and quality of products, and the ease and rapidity with which it can be prepared.</li> </ul> <p><b>Facility</b></p> <ul style="list-style-type: none"> <li>- The company has been in business for over 35 years and owns and operates a modern 85,000 sq. ft. facility centrally located in an urban Ontario centre, with direct access to all forms of transport to service all markets in the US and the rest of Canada. The facility also features an impressive test kitchen and research facility, which is used to engage potential customers, and develop new product recipes.</li> <li>- This CFIA-regulated facility is underutilised, operating at just over 50% capacity and has additional physical space available for expansion, with the possibility to immediately add a full second shift of production.</li> <li>- The company was founded to capitalize on consumer demand for convenient, pre-cooked foods, and for products that meet high standards for safety and quality. It has built and sustained a position in the Canadian food &amp; beverage market by providing on-trend, high quality products.</li> </ul>
Category of turnover	CAD \$20 to \$50 million
# employees (heads)	51 to 100
Category of price	CAD \$25 to \$75 million
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Smoke
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr




SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Prepared foods Sellside



<b>Region</b>	Canada
<b>Industrial sector</b>	Food Preparations
<b>Title</b>	All natural protein shake company
<b>Short description</b>	<p>The company distributes shelf-stable, all-natural, nutritionally-balanced, high-quality protein beverages. The product is available in 2,500 stores across Canada including large grocers, natural and specialty stores and online.</p> <p>Combining elements of natural energy drinks, meal replacements and protein drinks into one, the company's beverage is designed for busy and health-conscious on-the-go consumers who are unwilling to compromise health and taste for the sake of convenience.</p> <p>The company works with a world-class co-packing partner based in the US that has over 50 years of operating experience and extensive processing capabilities in ready-to-drink shelf stable beverages including high protein nutritional drinks. The co-packer is a recognized expert in the area of dairy proteins, flavour enhancements, product emulsification, thermal processing and maximizing shelf-life performance.</p>
<b>Category of turnover</b>	CAD \$2 to \$5 million
<b># employees (heads)</b>	5 - 10
<b>Category of price</b>	N.A.
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project Shake
<b>Contact</b>	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Project SPT Sell Side			
Region	Israel - Global		
Industrial sector	Industrial - Plastic		
Title	Leading manufacturer of injection molding products		
Short Description	<p>Company's Overview</p> <ul style="list-style-type: none"> <li>• "SPT" is a global leading plastic manufacturer with worldwide sales mainly in Europe, North America, Australia and Japan. "SPT" provides a wide range of attractive and high quality products.</li> <li>• "SPT" has 450 employees with about 110 presses at its factory located in northern Israel.</li> <li>• The company presents a strong revenue growth over the years. In 2015 "SPT" recorded annual sales of more than \$100 million.</li> <li>• The company has an industrial design department that develops its own products such as food containers, baskets, outdoor storage, among many other products.</li> <li>• "SPT" has been granted ISO9002 certification and supported by integrated R&amp;D, production and quality control operations.</li> </ul>		
Category of turnover	~\$100M		
#employees (heads)			
Category of price			
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project SPT		
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Wholesale trade Sellside



Region	Argentina
Industrial sector	Wholesale trade - laboratory
Title	Lab wholesaler is selling the majority stake in the company
Short description	<p>The company is engaged in the business of importing and distributing laboratory consumables such as criovials, microtubres, urine container tubes, pipettes, slides, among a wide range variety of products. These products have different applications and can be used both for human health as well as for other non-human health related uses.</p> <p>The company imports the products from a manufacturer located in Spain and then sells the products across the country, through several distributors located in different provinces in Argentina.</p> <p>Lab has more than 10 years of history in the market and supplies several industries such as human health, animal health, food &amp; beverages, education and oil&amp; gas.</p> <p>The products destined to human health uses are subject to regulations from the Health Administration authority.</p>
Category of turnover	USD 2 - 5 mio.
# employees (heads)	< 10
Category of price	Between 3x to 4x EBITDA.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	South Lab
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

## BUY MANDATES - PARTICIPATIONS - INVESTMENTS



The following list offers an excerpt of buy-side mandates and investors who are supported by BDO's corporate finance department in searching specific acquisition opportunities. Besides the projects mentioned below, BDO has additional buy-side mandates in its proprietary BDO M&A-Database.

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Agrar-, Landwirtschafts- und Nahrungsmittelsektor Kaufgesuch - Beteiligung - Investment



Region	Schweiz, Deutschland, Österreich, Frankreich (nähere Umgebung zur Schweiz)				
Branche	Agrar, Landwirtschaft, Nahrungsmittel				
Titel	Unternehmensgruppe sucht langfristiges finanzielles Engagement zwecks Expansion				
Kurz- beschreibung	<p>Eine expandierende Unternehmensgruppe mit fundierten Kenntnissen im Agrarbereich sucht Unternehmungen zur finanziellen Beteiligung im Agrar-, Landwirtschafts- und Nahrungsmittelsektor. Der renommierte Nahrungsmittelveredler steht für einheimische Qualität und hat seine Kernkompetenzen insbesondere in der Verarbeitung von Früchten und Gemüse.</p> <p>Die gesuchten Unternehmungen entsprechen folgendem Profil:</p> <ul style="list-style-type: none"> <li>• Handel und/oder Veredelung, Konservierung von Agrar-Rohstoffen, Nahrungsmitteln</li> <li>• Tätigkeitsbereich in der Schnittstelle zwischen Produktion und Endverarbeitung</li> </ul>				
Umsatz- kategorie	Ab CHF 10.0 Mio. bis CHF 50.0 Mio.				
# Mitarbeiter (Köpfe)	n.a.				
Preis- kategorie	n.a.				
Erwartetes Engagement	<input checked="" type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input type="checkbox"/> beides
Referenz	Projekt Wachstum				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

<b>Baubranche (Spezial Bauzulieferer)</b> <b>Buy-Side</b> 	
Region	Deutschland, DACH
Industrial sector	Baunaher Bereich
Title	Bau - Spezialzulieferer - open for acquisitions
Short description	<p>Die Gesellschaft ist eine deutsche, börsennotierte Industrieholding mit dem Branchenfokus "Bau". Die derzeit zehn Tochterunternehmen aus der Bauzulieferindustrie zeichnen sich durch eine exzellente Marktstellung in ihren jeweiligen Nischenmärkten aus. Im Bereich Türfüllungen ist man in Deutschland Marktführer und im Bereich Strukturmatrizen für Sichtbetonflächen sogar Weltmarktführer.</p> <p>Gesucht werden mittelständische Unternehmen</p> <ul style="list-style-type: none"> <li>• im baunahen Bereich</li> <li>• in attraktiven Marktnischen</li> <li>• Schwerpunkt Produktionsunternehmen</li> <li>• Übernahme der Mehrheit, idealerweise 100%</li> <li>• auch Sondersituationen</li> </ul>
Category of turnover	Umsatz bis EUR 50 Mio., Minimum EUR 5 Mio.
# employees (heads)	offen
Category of price	Von EUR 5 Mio. bis EUR 30 Mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Spezial Bauzulieferer
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Baubranche / Baunebenbranche Kaufgesuche - Beteiligungen - Investment



Region	Deutschschweiz				
Branche	Baubranche / Baunebenbranche				
Titel	Renommiertes Planungsbüro (Hoch- & Tiefbau) sucht Expansionsmöglichkeiten in der Bau- und Baunebenbranche				
Kurz- beschreibung	<p>Das Planungsbüro (Hoch- &amp; Tiefbau) ist in den Bereichen Strassen-, Bahn-, Spezialtiefbau, Tunnelbau sowie Hochbau, Gebäudetechnik und Immobilienentwicklung tätig. Für den Ausbau der Geschäftstätigkeit bzw. zu deren Ergänzung sucht unser Kunde Unternehmungen zur Übernahme in den nachfolgenden Geschäftsbereichen:</p> <ul style="list-style-type: none"> <li>• Heizung Lüftung Klima Sanitär</li> <li>• Tiefbau mit Schwerpunkt Nationalstrassenbau</li> <li>• Bahnbau</li> </ul>				
Umsatz- kategorie	> 1.0 Mio. CHF				
# Mitarbeiter (Köpfe)	> 10 MA				
Preis- kategorie	offen				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Ingenieurbüro & Haustechnikbüro				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Dienstleistung, Handel, Produktion Kaufgesuch - Beteiligung - Investment



Region	Deutschschweiz: AG, ZG, LU, ZH (Limmattal, Knonauer-Amt)					
Branche	Dienstleistung, Handel, Produktion, gewerbliche Industrie, Konsumgüter					
Titel	Unternehmung zwecks Übernahme gesucht					
Kurz- beschreibung	Unternehmerische Persönlichkeit aus dem Aargau sucht eine Gelegenheit zur Firmenübernahme (bspw. im Rahmen einer Nachfolgelösung) mit der Absicht eines langfristigen Engagements.					
Umsatz- kategorie	Offen					
# Mitarbeiter (Köpfe)	Bis 50					
Preis- kategorie	Bis CHF 2 Mio.					
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/>	beides
Referenz	Projekt Unternehmensnachfolge					
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr					



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Dienstleistung, Handel - Produktion Konsumgüter Kaufgesuch - Beteiligung - Investment



Region	Schweiz - Deutschschweiz - Wirtschaftsraum Zürich West - Aargau - Olten - Basel				
Branche	Dienstleistung, Handel - Produktion Konsumgüter				
Titel	Unternehmertum als neue Herausforderung				
Kurz- beschreibung	Ich bin eine unternehmerisch denkende und handelnde Persönlichkeit mit Führungserfahrung im Marketing und Verkauf im Handel. In den vergangenen 15 Jahren konnte ich als Mitinhaber einer erfolgreichen KMU in der Dienstleistungsbranche grosse Erfahrung sammeln. Diese Erfahrungen möchte ich in eine neue Herausforderung in einer KMU einbringen und investieren. Deshalb suche ich zur Übernahme und zur operativen Unternehmensführung eine neue Herausforderung in der Form eines Unternehmenskaufs.				
Umsatz- kategorie	Offen				
# Mitarbeiter (Köpfe)	Offen				
Preis- kategorie	CHF 2 - 5 Mio.				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	X beides
Referenz	New Challenge				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

<b>Dienstleistung, Produktion Kaufgesuch</b>  	
<b>Region</b>	Ostschweiz / Liechtenstein
<b>Branche</b>	Dienstleistung (ausser Finanzdienstleistungen), Produktion, gewerbliche Industrie, High-Tech, Konsumgüter, Energie Ausgenommen: Transport, Bau, Gastronomie, Landwirtschaft
<b>Titel</b>	Nachfolgelösung
<b>Kurz- beschreibung</b>	Unternehmerische Persönlichkeit aus der Region Rheintal mit langjähriger Erfahrung in der operativen Unternehmensführung sowie in der strategischen Unternehmensentwicklung will eine Firma im Rahmen einer Nachfolgelösung übernehmen (Mehrheitsbeteiligung oder Gesamtübernahme) und beabsichtigt, sich langfristig federführend einzubringen.
<b>Umsatz- kategorie</b>	CHF 5 bis 10 Mio.
<b># Mitarbeiter (Köpfe)</b>	21 bis 50
<b>Preis- kategorie</b>	CHF 1 bis 9 Mio.
<b>Erwartetes Engagement</b>	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
<b>Referenz</b>	Firmenübernahme / Nachfolgelösung
<b>Kontakt</b>	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Herstellung von Mess-, Analyse-& Kontrollinstrumenten Kaufgesuch



Region	Deutschschweiz, Deutschland				
Branche	Herstellung von Mess-, Analyse-& Kontrollinstrumenten, Herstellung von elektronischen Komponenten ohne Computer				
Titel	MBI oder Nachfolge - Kaufgesuch für Technologie KMU				
Kurzbeschreibung	Erfahrener Manager sucht MBI Gelegenheit für eine KMU, die technologisch anspruchsvolle Produkte der Mess- und Regeltechnik, elektronische oder optische Komponenten für Pharma, Chemie, F&B und andere B2B Branchen anbietet und Wachstumspotential durch Internationalisierung oder Ausweitung der Produktpalette hat. Gerne auch Nachfolge eines Unternehmers.				
Umsatzkategorie	CHF 5-20 Mio				
# Mitarbeiter (Köpfe)	20-100 MA				
Preiskategorie	CHF ca. 5-15 Mio				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Managementkapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt TechCo				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

<b>Holzbau</b> <b>Firmenübernahme</b> 	
<b>Region</b>	Schweiz
<b>Branche</b>	Holzbau
<b>Titel</b>	Holzbauer / Zimmerei zur Übernahme oder für eine strategische Partnerschaft gesucht
<b>Kurz- beschreibung</b>	<p>Ein gesundes Schweizer Traditionsunternehmen sucht zur geografischen Erweiterung bzw. zur Ergänzung der aktuellen Geschäftsfelder ein weiteres Standbein im Bereich des Holzbaus. Dies kann durch strategische Partnerschaften oder durch Nachfolgelösungen sein.</p> <p>Wir stellen uns kleinere und mittlere Zimmereien und Holzbauer bis ca. 30 Mitarbeitende vor, die über ein eingespieltes und motiviertes Akquisitions-, Planungs- und Montagepersonal verfügen, aber ungenügende Produktionsmittel haben.</p> <p>Die gesuchten Unternehmen wollen in ihren Märkten wachsen. Speziell im mehrgeschossigen Holz- und Wohnungsbau. Wir wollen Sie von und mit unserem Standort unterstützen. Mit unseren Tools, Marketing, Know-How und Produktionsmitteln.</p> <p>Mit fundiertem Know-How in den Bereichen Planung / Projektierung, Verarbeitung und Konstruktion übergeben Sie Ihre Unternehmung in fachkundige Hände. Dank unserer breit aufgestellten Unternehmung im Bereich Holzbau kann auch Ihre Unternehmung von den Synergien profitieren und langfristig am Markt erfolgreich bleiben.</p>
<b>Umsatz- kategorie</b>	Offen
<b># Mitarbeiter (Köpfe)</b>	Bis ca. 30
<b>Preis- kategorie</b>	Offen
<b>Erwartetes Engagement</b>	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
<b>Referenz</b>	Projekt Holzsystembau
<b>Kontakt</b>	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Liegenschaftenverwaltung Kaufgesuch - Beteiligung - Investment



Region	Schweiz - Kanton und Stadt Zürich				
Branche	Immobilien				
Titel	Verwaltung von Immobilien: Portfolioerweiterung				
Kurz- beschreibung	Zukauf einer Unternehmung - oder einem Portfolio von Verwaltungsmandaten - im Bereich der Immobilienbewirtschaftung mit Schwergewicht Mietliegenschaften (sowohl Gewerbe- als auch Wohnliegenschaften)				
Umsatz- kategorie	CHF 0.5 -5.0 Mio.				
# Mitarbeiter (Köpfe)					
Preiskategorie/ (Preisvorstel- lung)	Marktpreis				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz					
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Manufacturer of Hand Tools Buy Side and Sell-side



Region	South Germany
Industrial sector	A leading German manufacturer of hand tools
Title	A leading German manufacturer of hand tools is looking for a strategic partner
Short description	<p>“Tool” develops, designs and manufactures products which meet the highest demands of functionality, durability and ergonomics.</p> <p>Founded over 75 years ago as a small, family-run business for standard parts and screws, today “Tool” is a global company with production and assembly premises all over Europe, Asia, and the United States - and is still managed and owned by the founder’s family.</p> <p>“Tool” offers the professional an extensive range of high-quality premium tools, characterized by the use of the latest manufacturing technologies, application-oriented innovations, ergonomic superiority, the highest quality, absolute reliability and long lifespan.</p> <p>„Tool“ is looking for a strategic partner, e.g. active in the electric tool industry or other production companies with similar end-costumers. The objective is to form a strategic col-laboration to improve “Tool”s marketing and add further sales channels.</p> <p>“Tool” would be willing to sell a minority share or would also be willing to buy a minority share of the strategic partner.</p>
Category of turnover	60-80m
# employees (heads)	800-1000
Category of price	Not disclosed
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project „Tool“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Technology Services (BPO, Engineering, TIC etc.) Buyside



Region	Germany
Industrial sector	Technology Services (BPO, Engineering and TIC etc.)
Title	Large technology service provider looking for acquisitions
Short description	<p>The company is a large technology service company. It provides consultancy and technical inspection services in different areas (e.g. telecommunications, consulting and IT services, insurance services, environment, recycling etc.). The company is looking for profitable targets to enlarge its portfolio:</p> <ul style="list-style-type: none"> <li>• Business Process Outsourcing (IT-Security and Telecom Services)</li> <li>• Technology consulting (IT- Security, IT-consulting and process-consulting) and Engineering</li> <li>• Testing, Inspection, Certification (TIC)</li> </ul> <p>The target company should be a service company without any or with only negligible production activities.</p>
Category of turnover	EUR 5 to 15m
# employees (heads)	51 to 100
Category of price	EUR 5 to 10m
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Technology Services
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Building Materials Buyside





Region	Germany, Austria, Switzerland, Eastern Europe, France, United Kingdom
Industrial sector	Building Materials
Title	Distributor of building materials looking for acquisitions
Short description	The company is a leading distributor of specialist building products in Europe, with strong positions in its core markets of interiors and exteriors, insulation & energy management. The company serves a wide range of trades in the building and construction markets and is always keen to enlarge its portfolio.
Category of turnover	Open for various sizes
# employees (heads)	Open for various sizes
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project „Building Materials“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Powder coatings Buyside			
Region	Germany, UK		
Industrial sector	Chemicals and related products		
Title	Leading producer of powder coatings looking for acquisitions		
Short description	The company is a leading producer of powder coatings for a wide range of industrial applications and is looking to extend its geographical footprint by making acquisitions in Germany or UK.		
Category of turnover	Up to EUR 30m		
# employees (heads)	n.a.		
Category of price	n.a.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both		
Reference	Project Rainbow		
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

<b>Sealing Systems - EPDM &amp; thermosplastic Buyside</b>  	
<b>Region</b>	Continental Europe
<b>Industrial sector</b>	Rubber and miscellaneous plastics products
<b>Title</b>	Global supplier of sealing systems looking for acquisitions
<b>Short description</b>	The company is a global supplier of sealing systems to the door and window industries. It is specifically looking to extend its footprint in Northern and Continental Europe. It is looking for companies manufacturing EPDM or thermoplastic sealings for the door and window industries. It will also consider companies which manufacture sealings for other industries as well as the door and window industries.
<b>Category of turnover</b>	From EUR 10m up to EUR 100m
<b># employees (heads)</b>	n.a.
<b>Category of price</b>	n.a.
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
<b>Reference</b>	Project Sky
<b>Contact</b>	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Ventilation Equipment-Manufacturers Buyside



Region	Europe
Industrial sector	Ventilation Equipment-Manufacturers
Title	Leading supplier of ventilation products looking for targets
Short description	The company is a leading supplier of ventilation products. They are open for acquisitions to enlarge their portfolio in residential ventilation solutions.
Category of turnover	Open for various sizes
# employees (heads)	Open for various sizes
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Ventilation
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr



SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Automotive Buyside



Region	Global
Industrial sector	Manufacturer and supplier of engine products
Title	A leading manufacturer and supplier of engine management products, primarily for the North American automotive aftermarket and select OEM's globally is interested in diversifying the company's product portfolio into other engine management products
Short description	<p><b>Short description:</b> A leading manufacturer and supplier of thermostats, fuel caps, and radiator caps and a supplier of oil caps, gaskets, seals and other products primarily for the North American automotive aftermarket and select OEM's globally.</p> <p>Headquartered in the Israel, the Company exports over 99% of its products to 30 countries throughout North America, Asia, Europe, and South America.</p> <p>With over 50 years of history in thermostat and cap design and production, the company is known for providing a broad portfolio of high quality dependable products and exceptional service to its customers.</p> <p><b>Search profile:</b> Main characteristics of the target company: 1. Sector: Automotive industry, preferably manufacturing company (commercial company - is possible) 2. Subsector: Engine management: cooling system products, fuel delivery products, sensing and engine control products. See detailed information in Annex 3. Other required characteristics: • Annual turnover: USD 10-60 million • Sales: at least 60% to the Aftermarket and the balance to OEMs (either as a Tier 1 or Tier 2 supplier) • Operating markets: United States - must; Canada, Mexico, South and Central America, Europe, Asia - Optional • Production facilities outside the US are a plus</p>
Category of turnover	Target company annual turnover: USD 10-60 million
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	AutoThermo
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

<b>Industrial And Commercial Machinery</b> <b>Food Processing</b> <b>Buyside</b>  	
Region	World-Wide
Industrial sector	Industrial And Commercial Machinery - Food Processing
Title	Food Processing - open for acquisitions
Short description	<p>The company is a large supplier for the food processing industry. As an international technology group, the company focuses on process technology and components for sophisticated food production processes. The company is actively looking for bolt-on acquisitions to strengthen its liquid and solid food processing equipment, farm technologies and refrigeration technologies activities.</p> <p>Priorities are:</p> <ul style="list-style-type: none"> <li>• industrial filtration systems</li> <li>• food related pumps and pumping equipment</li> <li>• packaging machinery and equipment</li> <li>• machinery components</li> <li>• food and beverage machinery</li> </ul>
Category of turnover	Revenues up to USD/EUR 200m - Minimum revenues of USD/EUR 15m, minimum EBITDA of EUR 2m
# employees (heads)	Open for various sizes
Category of price	From USD/EUR 10m to USD/EUR 200m
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Food Processing
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Logistics Buy Side



Region	Global
Industrial sector	Logistics
Title	A leading Group in the logistic sector is seeking to expand its exposure and growth of services portfolio to international markets worldwide (outside Israel)
Short description	<p><b>Short Description:</b> The Group is a leading player in the field of logistics and aviation services in Israel</p> <p><b>Current International Market Operation Base:</b>  <b>Romania</b> - A Romanian logistic company held (65%) by the Group, provides comprehensive range of logistics services: warehousing, distribution, customs clearance, forwarding, value added services and more. The company operates across east and central Europe.  <b>Czech Republic:</b> The company holds a company in charge of the group's Logistics in the Central European Countries. The company is managing advanced logistic facility in the Czech Republic, near the German border and operating a vast distribution network and TPL (Third Party Logistics) services, of a high standard.</p> <p><b>Aviation and Cargo Services:</b> The Group's capabilities in the Aviation services arena are based on many years of management and operational experience of many companies. The Group is looking to expand into new markets in Central and Western European airports, as well as in East-coast U.S. airports, especially in the areas of cargo terminals, ground-handling services, VIP services, and ground travel services. The Group is seeking opportunities to partner with an existing operation, which demonstrates stability and future growth potential. Airports with active EL-AL Israeli Airlines flights are preferred but not a required.</p> <p><b>Logistics services:</b> In the Logistic services segment, there is a clear priority to companies/projects with synergy to the existing operations. The Group is looking for activities across central Europe, which correspond the basic criteria registered above. Companies from Bulgaria, Romania and the Czech Republic can, for example, operate in niche logistic segments like temperature controlled storage and distribution.</p> <p><b>Search profile:</b> Targeted Goals/basic Criteria:            1. Priority to profitable companies/projects            2. Priority to companies/projects that demonstrate stable client-base            3. Priority to companies where current leadership looks to "stay on board" as partners, for at least 3 years period post acquisition            4. Priority to companies/projects in developed countries, especially in Europe            5. Priority to projects/companies with synergy companies' current operations            6. Priority to small to medium size companies/projects (Max 10 Million Euro value)</p>
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project MMN
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Trade - Electrical Components Buy side



Region	Global
Industrial sector	Trade - Electrical Components
Title	A leading supplier of Printed Circuit Boards (PCB's)
Short description	<p><u>Buyer description:</u></p> <ul style="list-style-type: none"> <li>• PCB Group offers a complete service, starting from the development and engineering of PCB prototypes and samples through manufacturing and delivery of complete PCB solutions</li> <li>• The company has local presence in Europe, Russia, Israel, the Far East (including mainland China), and Israel</li> <li>• PCB Group serves a wide variety of market sectors including medical, automotive, telecommunication, industrial, and consumer</li> <li>• All PCB Group's manufacturing partners hold DIN EN ISO 9001:2008 certification, conducted in accordance with TUV CERT audit and certification procedures.</li> <li>• During 2014, PCB has completed 3 add-on acquisition and is looking to broaden its global foot-print</li> </ul> <p><u>Search profile:</u> Global PCB suppliers/trade companies. Activity in the US is a strong plus.</p>
Category of turnover	\$10M-\$50M
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project PCB Group
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

## CONFIDENTIALITY

During an M&A process, the strictest discretion and secrecy is expected from all participants. Only in this way all interests and rights of the involved parties can be protected adequately.

All BDO member firms publishing projects in the M&A-Bulletin of BDO, commit to the following points:

- To keep all contacts and negotiations as well as the contents of such negotiations in the strictest confidence from third parties; this also remains valid after the termination of the negotiations.
- To keep all confidential information manifested to partner companies confidential and to make the necessary arrangements to avoid unauthorized access to the documents.
- To use none of the information regarding the financial and technical status of the enterprise as well as all remaining data either for own purposes or for purposes of third parties in any way.
- To return all the information received in written form as soon as the end of the negotiations has been determined.



## OUR SERVICES WITHIN M&A

<b>M&amp;A-Sale projects</b>	<b>Sale of a small size enterprise</b>	<b>Sale of a mid size enterprise</b>	<b>Sale / Spin-off / Devestment</b>	<b>AMA- Sale out of a distressed situation</b>
	<ul style="list-style-type: none"> <li>• Enterprise value: &lt; EUR 3 Mio.</li> <li>• Succession reason</li> <li>• Often tax driven</li> </ul>	<ul style="list-style-type: none"> <li>• Enterprise value: EUR 3 Mio. to 30 Mio.</li> <li>• To realize synergies and to maximise value</li> </ul>	<ul style="list-style-type: none"> <li>• Enterprise value: &gt; EUR 30 Mio.</li> <li>• Focus on strategic aspects</li> </ul>	<ul style="list-style-type: none"> <li>• Short timeframes for transaction</li> <li>• AMA - Accelerated M&amp;A Sale</li> </ul>
<b>M&amp;A-Buy-projects</b>	<b>Active search</b>	<b>Passive search</b>	<b>MBO, MBI, LBO</b>	
	<ul style="list-style-type: none"> <li>• Professional buyer</li> <li>• Active search</li> <li>• With tightly defined acquisition criteria</li> </ul>	<ul style="list-style-type: none"> <li>• Semi professional buyer</li> <li>• Passive search</li> <li>• With broad or ill-defined acquisition criteria</li> </ul>	<ul style="list-style-type: none"> <li>• Become an entrepreneur by management buyout</li> </ul>	
<b>Financing companies and projects</b>	<b>Debt and mezzanine raising</b>	<b>Equity raising</b>		
	<ul style="list-style-type: none"> <li>• Often in connection with growth phases or restructuring</li> </ul>	<ul style="list-style-type: none"> <li>• Corporation needing financing for start-up, growth, entry into new markets etc.</li> </ul>		
<b>Strategic Options &amp; Financial models</b>	<b>Merger / Alliance / Joint Venture</b>	<b>Financial model build</b>	<b>Financial model review</b>	
	<ul style="list-style-type: none"> <li>• Growth strategy</li> <li>• Expansion into new markets</li> <li>• Expansion into new vertical product-chain level</li> </ul>	<ul style="list-style-type: none"> <li>• Providing bespoke decision making tools for business success</li> </ul>	<ul style="list-style-type: none"> <li>• Independent auditing of the financial model</li> </ul>	

## CONTACT INFORMATION

For further information regarding the projects published in this M&A-Bulletin, simply send us an email, fax, write or contact us by phone. You will find the contact details of the responsible project managers in the project description. If you have general questions or enquiries as to further services of BDO International, the M&A contact persons in your region will be at your disposal. Please find the names and addresses on the last page of this M&A-Bulletin.

# Contacts

## CORPORATE FINANCE

113 Rue de l'Université  
75007 Paris  
France

Tel. : +33 1 58 36 04 30  
Fax: +33 1 58 36 04 33

**Stéphane HINCOURT**

Partner - Transaction Services  
+33 6 13 01 17 13

[Stephane.hincourt@bdo.fr](mailto:Stephane.hincourt@bdo.fr)

**Thibaut BAPTISTE**

Partner - M&A  
+33 6 37 88 43 18

[Thibaut.baptiste@bdo.fr](mailto:Thibaut.baptiste@bdo.fr)