



M&A-BULLETIN
JUNE 2016
(English edition)

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► 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 June 2016 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 83).

► 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

*Global Head of Mergers & Acquisitions
(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**

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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 |

Antriebstechnik und Steuerungslösungen Firmenangebot - Verkauf - Nachfolge



| | | | | | |
|--------------------------|---|--------------------------------|--------------------------|------------------------------|--|
| Region | Deutschschweiz | | | | |
| Branche | Antriebstechnik und Steuerungslösungen | | | | |
| Titel | Nachfolgeregelung | | | | |
| Kurz- beschreibung | Langjährig am Markt tätige und bestens positionierte Unternehmung im Bereich Antriebstechnik und der Produktion von Steuerungslösungen sucht Zwecks Nachfolgeregelung einen Käufer. Das Unternehmen hat sich mittlerweile zu einem namhaften weltweiten Nischenlieferanten von Produkten u. a. für die Industrie und die Forschung entwickelt. | | | | |
| Umsatz- kategorie | CHF 3 bis 4 Mio. | | | | |
| # Mitarbeiter (Köpfe) | > 20 | | | | |
| Preis- kategorie | Verhandlungssache | | | | |
| Erwartetes Engagement | <input type="checkbox"/> | nur finanzielles Engagement | <input type="checkbox"/> | nur Management- kapazität | <input checked="" type="checkbox"/> beides |
| Referenz | Projekt DRIVER | | | | |
| 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 |

Baunebenbranche - Gerüstbau Firmenangebot - Verkauf - Nachfolge



| | | | |
|--------------------------|---|---|--|
| Region | Ostschweiz, Glarnerland und Umgebung | | |
| Branche | Gerüstbau | | |
| Titel | Firmenübernahme infolge Nachfolgeregelung | | |
| Kurz- beschreibung | Seit Gründung im 1988 als erfolgreicher Gerüstbauer mit rund 40'000 m2 Gerüstmaterial System Conrad Kern tätig. | | |
| Umsatz- kategorie | CHF 1 bis 2 Mio. | | |
| # Mitarbeiter (Köpfe) | < 10 | | |
| Preis- kategorie | CHF 1.3 bis 1.8 Mio. | | |
| Erwartetes Engagement | <input type="checkbox"/> nur finanzielles Engagement | <input type="checkbox"/> nur Management- kapazität | <input checked="" type="checkbox"/> beides |
| Referenz | Gerüstbau | | |
| 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 |

Construction - Promotion immobilière Vente - Succession



| Région | Suisse Romande | | | | | | | | |
|-----------------------------|---|-------|--------------------|------|-----------|------|-----------|------|------------|
| Secteur | Construction - Promotion immobilière | | | | | | | | |
| Titre | Vente | | | | | | | | |
| Brève description | <p>Plaza est une entreprise de tradition, fortement implantée dans sa région et jouissant d'une excellente réputation et saine situation financière.</p> <p>L'entreprise offre des prestations variées et complémentaires dans les domaines d'activité de la construction et des ouvrages d'art. De par ses compétences élevées et sa longue expérience dans la construction, entreprise totale et promotion immobilière, Plaza est à même de gérer toute la chaîne de valeur ajoutée et de générer des synergies entre ses départements précités.</p> <p>Sa connaissance du marché local, ses compétences, ses relations et son portefeuille de projets futurs positionnent Plaza parmi les leaders de son marché et soutiennent la croissance enviée et substantielle de sa rentabilité, comme démontré ci-dessous.</p> <p style="text-align: center;">Résultats d'exploitation nets (CHF) de PLaza 2013 - 2015</p> <table border="1"> <caption>Résultats d'exploitation nets (CHF) de PLaza 2013 - 2015</caption> <thead> <tr> <th>Année</th> <th>Résultat net (CHF)</th> </tr> </thead> <tbody> <tr> <td>2013</td> <td>3'989'233</td> </tr> <tr> <td>2014</td> <td>7'825'154</td> </tr> <tr> <td>2015</td> <td>11'450'069</td> </tr> </tbody> </table> | Année | Résultat net (CHF) | 2013 | 3'989'233 | 2014 | 7'825'154 | 2015 | 11'450'069 |
| Année | Résultat net (CHF) | | | | | | | | |
| 2013 | 3'989'233 | | | | | | | | |
| 2014 | 7'825'154 | | | | | | | | |
| 2015 | 11'450'069 | | | | | | | | |
| Catégorie chiffre d'affaire | CHF > 100 mio | | | | | | | | |
| # employés (têtes) | 201 à 500 | | | | | | | | |
| Catégorie du prix | CHF > 100 mio | | | | | | | | |
| Engagement | <input type="checkbox"/> seulement financière <input type="checkbox"/> seulement management <input checked="" type="checkbox"/> les deux | | | | | | | | |
| Référence | PLAZA | | | | | | | | |
| Contacts | 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 | Ein erfolg- und traditionsreiches Gipsergeschäft aus der Region Nordwestschweiz sucht zwecks Nachfolgeregelung einen Käufer. 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. |
| 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 Managementkapazität <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 |

Herstellung synthetischer Diamanten Beteiligungsmöglichkeit / Investitionsangebot



| | |
|-----------------------|---|
| Region | Deutschschweiz |
| Branche | Herstellung synthetischer Diamanten |
| Titel | Beteiligungsmöglichkeit an Produzent von synthetischen Diamanten |
| Kurz- beschreibung | <p>Der stark wachsende Markt synthetisch hergestellter Diamanten für industrielle Anwendungen wird heute weltweit auf US\$ 2-3 Mrd. geschätzt. Während mit den bisherigen synthetischen Produktionsverfahren vorwiegend kleine Diamanten von < 0.5 Karat hergestellt werden, hat unser Kunde technische Anlagen und Prozesse zur Herstellung bedeutend grösserer, monokristalliner Diamanten entwickelt. Die abgeschlossenen Entwicklungen der Produktionsanlagen sowie der dazugehörigen Prozesssteuerung für den kontrollierten Kohlenstoff-Wachstumsprozess sind heute auf einem stabilen Niveau, um Diamanten in der Grösse von 2.8 - 3.0 Karat mit sehr guter Qualität reproduzierbar industrialisieren zu können. Derzeit laufen Entwicklungen für die Herstellung von Diamanten bis zu 10 Karat.</p> <p>Die physikalisch-chemisch gleiche Zusammensetzung wie natürlich geschürfte Minendiamanten und damit die Echtheit wird zertifiziert. Da auch optisch kein Unterschied zu geschürften Diamanten feststellbar ist, finden synthetisch hergestellte Diamanten zunehmend auch im Schmuckbereich Verwendung.</p> <p>Die technologische Marktführerschaft unseres Kunden kann dessen Stellung im wachsenden Markt von "grossen" Diamanten für industrielle Anwendungen festigen bzw. sichern. Auf der Basis dieser zukunftssträchtigen Diamanttechnologie und des Marktwachstums erfolgt nun der solide und nachhaltige Firmenaufbau zur skalierten Industrialisierung, Produktion und Vermarktung von synthetischen Diamanten. Damit wird auch ein Beitrag geleistet, um Diamanten für industrielle Anwendungen künftig nicht mehr aus Minen zu schürfen, sondern unter ökologisch und sozial nachhaltigen Bedingungen profitabel herzustellen.</p> <p>Mit heute 5 Diamant-Inkubatoren (Produktionsanlagen) erzielt unser Kunde einen Umsatz von knapp CHF 0.5 Mio. Mittels Kapitalerhöhung von CHF 10 Mio. können innert einem Jahr weitere rund 30 Inkubatoren gebaut und in Betrieb genommen werden. Damit wird die Skalierung erreicht, um den wachsenden Markt mit günstig hergestellten, "grossen" resp. nach Kundenbedarf synthetisch hergestellten Diamanten als Marktführer effizient und äusserst profitabel beliefern zu können. Über die geplante Kapitalerhöhung von CHF 10 Mio. erwerben Investoren eine Beteiligung am Unternehmen von knapp 40%.</p> <p>Die Finanzierung der weiteren Expansion erfolgt aus dem Cashflow; der Break-even wird innerhalb von zwei Jahren erreicht.</p> |
| Umsatzkategorie | 2022: CHF 36 Mio.; EBIT-Marge ca. 50% |
| # Mitarbeiter | 2015: ca. 10 |
| Preiskategorie | CHF 10 Mio. in Tranchen von mindestens CHF 1 Mio. |
| Erwartetes Engagement | <input checked="" type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input type="checkbox"/> beides |
| Referenz | Projekt DIAMANT |
| 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 |

Imprimerie Vente - Succession



| | | | |
|-----------------------------|--|---|--|
| Région | Suisse romande | | |
| Secteur | Imprimerie | | |
| Titre | Vente | | |
| Brève description | <p>Print est une entreprise active dans le domaine de la communication visuelle. Elle conçoit, réalise et livre tout type de moyens de communication visuelle, gérant ainsi toute la chaîne de valeur ajoutée. La société offre une large palette de prestations et dispose d'un solide portefeuille de clients diversifiés dans différents secteurs, notamment dans l'horlogerie. De dimension familiale, Print jouit d'une très bonne notoriété acquise grâce à ses prestations personnalisées de haute qualité ainsi qu'à sa capacité à constamment innover. Sa polyvalence et son savoir-faire contribuent à lui garantir une excellente compétitivité. L'entreprise dispose d'équipements permettant de répondre aux besoins les plus modernes. De même, sa situation géographique lui permet de se situer à proximité de clients importants, tout en possédant un large réseau de fournisseurs et sous-traitants qui soutiennent sa réactivité face à un marché dynamique.</p> | | |
| Catégorie chiffre d'affaire | Environ 2 à 3 MioCHF | | |
| # employés (têtes) | - | | |
| Catégorie de prix | - | | |
| Engagement | <input type="checkbox"/> seulement financier | <input type="checkbox"/> seulement management | <input checked="" type="checkbox"/> les deux |
| Référence | Projet PRINT | | |
| 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 |

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 |

Leckortung / Wasserschadensanierung Firmenangebot - Verkauf - Nachfolge



| | | | | | |
|--------------------------|---|--------------------------------|--------------------------|------------------------------|--|
| Region | Schweiz - Nordwestschweiz | | | | |
| Branche | Baunebenbranche | | | | |
| Titel | Erfolgreicher Dienstleister in der Baunebenbranche sucht Nachfolgelösung | | | | |
| Kurz- beschreibung | Die zu verkaufende Unternehmung wird vom Inhaber geführt und ist in den Bereichen Leckortung, Bauphysik, Wasserschadensanierung und technische Trocknung tätig. Die Unternehmung genießt infolge ihres professionellen und speditiven Handelns einen sehr guten Ruf. Im Zuge der Nachfolgeregelung plant der jetzige Inhaber, die Unternehmung in neue Hände zu geben. Der Inhaber ist sehr gerne bereit, in einer Übergangsphase mitzuarbeiten und dadurch den neuen Eigentümer optimal in seine neue Aufgabe einzuführen. | | | | |
| Umsatz- kategorie | CHF 500'000 bis 1 Mio. | | | | |
| # 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 WATER | | | | |
| 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 Managementkapazität <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 |

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 |

Aerospace / Unmanned Systems Sellside



| | |
|----------------------|---|
| Region | Slovenia |
| Industrial sector | Aerospace / Unmanned Systems |
| Title | Investment opportunity |
| Short description | <p>BUMBLEBEE is an aerospace solutions provider based in Slovenia - the "hub" of advanced aerospace development and integration in this part of Central Europe. The company is a global market leader with established reputation in the specialized, fixed wing small Unmanned Aircraft Systems (UAS) and services field, with a specific focus on high productivity, endurance surveying and remote sensing.</p> <p>UAS are remotely piloted or self-piloted aircraft systems that can carry cameras, sensors, communications equipment or other payloads. BUMBLEBEE's systems are much smaller than manned aircraft, easier to operate, maintained, transported and therefore much more cost-effective, providing excellent productivity and return on investment.</p> <p>The UAS industry has grown exponentially in the last few years, with an estimated market potential of 160.000 units/year by 2025 (70B EUR in the next 10 years) with applications in: GIS mapping, precision agriculture, oil and gas, pipelines, leakage detection, forest fires control, natural disasters/humanitarian relief, wild life monitoring, anti-poaching, border protection and force protection.</p> <p>BUMBLEBEE has the product lines, a clearly developed market with growing demand and customization, integration and rapid market response capabilities. The company has been active in the field and has been growing organically since 2008. It has focused its expertise on the middle and high-end of the UAS market segments, where it was able to penetrate, retain and acquire commercial, institutional and sovereign customers.</p> <p>For further growth they are seeking to increase the capital of BUMBLEBEE by raising EUR 5 Mio. against 25% of BUMBLEBEE.</p> |
| Category of turnover | EUR 2.5 Mio. |
| # employees (heads) | n.a. |
| Category of price | EUR 2 to 5 Mio. |
| Engagement | <input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both |
| Reference | Project BUMBLEBEE |
| 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 |

Business Services Sellside



| | |
|----------------------|---|
| Region | Denmark |
| Industrial sector | Business Services (Service and Repair Shops) |
| Title | An investment opportunity in a commercial refrigeration service company with increasing profitability |
| Short description | <ul style="list-style-type: none"> The company was founded more than 35 years ago and has always been profitable With more than 30 years of cooperation with the country's leading retailers, the company has built up a unique market position in the installation and servicing of refrigeration and freezing equipment for supermarkets The company has focused on optimizing work processes using IT which have increased flexibility, profitability and morale The company employs 35 - 45 FTE's divided into refrigeration engineers, electricians, trainees and administration |
| Category of turnover | EUR < 500,000 |
| # employees (heads) | < 10 |
| Category of price | EUR 500,000 to 2 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Frigus |
| 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 |

Computer Programming Services Sellside



| | |
|----------------------|---|
| Region | The Netherlands |
| Industrial sector | Computer Programming Services |
| Title | VIJF |
| Short description | <p>The Company</p> <ul style="list-style-type: none"> • VIJF has developed GIS software, with which can be used to administer and manage public space. The software is based on geodesy, a branch of applied mathematics and earth sciences. • With the software, municipalities can trace among others lamp post, benches and trees and when they need maintenance (lamp posts) or watering (trees). • The software is implemented at municipalities in The Netherlands and Belgium. Clients of the municipalities (contractors and advisors) use the same software system. This has led to a “lock-in” for all parties; switching to another system would be very costly and time-consuming. • Besides the developed software, VIJF provides advisory services. <p>The transaction</p> <ul style="list-style-type: none"> • The current shareholders prefer a phased buy-out. • A majority of the shares is offered in the first tranche. • Preferably not private equity, unless they can add significant value to the business. <p>EBIT: € 800,000 - € 1,000,000</p> |
| Category of turnover | n.a. |
| # employees (heads) | n.a. |
| Category of price | n.a. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | |
| 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 |

Construction material Sellside mandate



| | |
|----------------------|---|
| Region | Netherlands |
| Industrial sector | Supplier and manufacturer of specialized construction material |
| Title | Project Potential |
| Short description | <p>Project Potential is a supplier and manufacturer of construction material for specialized applications. The construction material is primarily used in prefabricated constructions (e.g. houses and utility buildings). The company is located in the Netherlands and operates national and international.</p> <p>Some highlights:</p> <ul style="list-style-type: none"> • Reputable company with a long history and outstanding reputation; • Housed in a new, modern premises with extensive storage facilities and sufficient capacity for future growth; • The company has a broad customer base, which has grown over the years; • The company operates in a niche market. The company is considered as a total supplier within this niche. In addition, the company's products are suitable to penetrate new markets; • In close cooperation with suppliers, the company also develops new products; • The company has its own laboratory, including a chemical engineer; • Day to day management is carried out by a competent management team. In recent years, the involvement of the shareholders has been limited and second-line management has proven to be very skilled. |
| Category of turnover | Annual sales of the company are approximately € 7 - 8 million |
| # employees (heads) | 20 - 25 |
| Category of price | n.a. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Potential |
| 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 |

Consulting, Civil Engineering Sellside



| | |
|----------------------|--|
| Region | Nordic Region |
| Industrial sector | Consulting, Civil Engineering |
| Title | A well-established engineering advisory firm within the construction fields |
| Short description | An engineering advisory firm within the fields of construction, heating, ventilation, acoustics, energy, fire safety, environmental, construction, sustainable construction, plant, plumbing, electrical installations. The company is very strong within project management. |
| Category of turnover | EUR 15 mio. to 20 mio. |
| # employees (heads) | n/a |
| Category of price | EUR 10 mio. to 15 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Consulting |
| 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 |

| Eating Places Sellside | |
|---------------------------|---|
| Region | Nordic Region |
| Industrial sector | Eating Places |
| Title | Catering company with high growth rate, which is expected to continue. |
| Short description | The company delivers food for the Nordic market under six different brands for different segments. The Company is privately owned. |
| Category of turnover | EUR 25 mil. to 30 mio. |
| # employees (heads) | n/a |
| Category of price | EUR 15 mil. to 20 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> management <input checked="" type="checkbox"/> both |
| Reference | Project Catering |
| 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 & Commercial Machinery & Computer Eq. Sellside



| | |
|----------------------|---|
| Region | Denmark |
| Industrial sector | Industrial and Commercial Machinery and Computer Equipment |
| Title | An innovative manufacture & service provider of hydraulics products |
| Short description | Established in 1985, the Company manufactures and provides services within the hydraulics arena, including machine parts and special components. In addition over the last 8 years, its production department had provided its customers with technical solutions, strength calculations with fully approved documentation. The Company operates in the following business areas: marine, offshore, windenergy, hydraulics, service & maintenance and diverse of products (i.e. Front-mounted hydraulic brush and Multifeder straw machine for mini-loader). |
| Category of turnover | EUR 2 mio. to 5 mio. |
| # employees (heads) | 21 to 50 |
| Category of price | EUR 2 mio. to 5 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Machina |
| 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 |

Manufacturer of complete programs for wood products Sellside



| | |
|----------------------|---|
| Region | Nordic Region |
| Industrial sector | Manufacturer |
| Title | Manufacturer of complete programs for products for initial treatment and continuous care of wooden surfaces |
| Short description | The products are sold in both B2B and B2C markets, The B2B market is an important channel to get the end-user as a future customer in the after market. |
| Category of turnover | EUR 10 mio. to 15 mio. |
| # employees (heads) | n/a |
| Category of price | EUR 5 mio. to 10 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Wood |
| 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 |

Manufacturer of Data Recorders Sellside



| | |
|----------------------|--|
| Region | Nordic Region |
| Industrial sector | Manufacturer of Data Recorders |
| Title | |
| Short description | The company is a leading manufacturer of VDRs for cargo - and passenger ships with a global customer-base. VDRs are very much alike 'Black Boxes' for aircrafts; VDRs enable accident investigators to review procedures and instructions in the moments before an incident and help to identify the cause of any accident. |
| Category of turnover | EUR 15 mio. to 20 mio. |
| # employees (heads) | n/a |
| Category of price | EUR 15 mio. to 20 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Black Box |
| 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 |

Manufacturer of electric lighting systems Sellside



| | |
|----------------------|--|
| Region | Nordic Region |
| Industrial sector | Manufacturer |
| Title | Supplying and manufacturing of electrical internals and light systems |
| Short description | The firm is a international developer and manufacturer of electric lighting systems for following sectors: wind turbines, ships, mining industry and turnkey projects. The company has established sales divisions several places around the world. Products includes mechanical and electrical internals for wind turbines, electrical parts and technical lights for ship, mining industry and turnkey projects worldwide. |
| Category of turnover | n/a |
| # employees (heads) | n/a |
| Category of price | EUR 5 mio. to 10 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Light |
| 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 |

Manufacturer of imaging instruments Sellside



| | |
|----------------------|---|
| Region | Nordic Region |
| Industrial sector | Manufacturer |
| Title | Manufacturer of spectral imaging instruments |
| Short description | The company is a leading manufacturer of spectral imaging instruments for various industries used for inspection and quality control, e.g. in the food industry. The company collaborate with a range of institutions, universities and end-users to ensure product development and highest quality of products. |
| Category of turnover | n/a |
| # employees (heads) | n/a |
| Category of price | n/a |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Lab |
| 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 |

Manufacturing Sellside



| | |
|----------------------|---|
| Region | Nordic Region |
| Industrial sector | Manufacturing |
| Title | Great opportunity in the Industrial thermoplastic components sector |
| Short description | <p>The company delivers injection molded thermoplastic components e.g. rail fastenings and other technical components, which can replace metal with hi-tech plasticsolutions. Thus, the company is a subcontractor.</p> <p>One of the firm's major advantages is the fact that they have their own production plant, which makes it possible for them to follow the process from beginning to end.</p> <p>This is essential when developing complex technical components for its customers.</p> |
| Category of turnover | n/a |
| # employees (heads) | n/a |
| Category of price | EUR 500,000 to 2 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Plastic |
| 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 |

Mining and Natural Resources Sellside



| | |
|----------------------|---|
| Region | Nordic Region |
| Industrial sector | Mining and Natural Resources |
| Title | Great opportunity in mining, processing and trading of naturally occurring industrial minerals and complementary products |
| Short description | <p>The company produces naturally occurring products within the following categories:</p> <ul style="list-style-type: none"> Absorbents - products to fight oil spill Agriculture - product range includes products that can absorb, secure and release liquid ingredients such as vitamins, acids, fat and water Soil conditioner - Terramol products specially developed to ensure best possible growth conditions for plants Cat litter - wide range of products within this area <p>Located in the Nordic region with subsidiaries in two European countries The company is owned by the management and a PE fund</p> |
| Category of turnover | EUR 20 mio. to 50 mio. |
| # employees (heads) | n/a |
| Category of price | EUR 15 mio to 50 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Industrial |
| 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 |

Petro-chemical industry Sellside mandate



| | |
|-------------------|--|
| Region | Romania / Europe |
| Industrial sector | Chemical plant |
| Title | Largest player in Romania and one of the largest in S-E Europe |
| Short description | <p>Established in 1966, the Company produces chlorosodics, oxo alcohols, chlorinated solvents, propylene oxide, propylene glycol, polyether polyols, vinyl copolymers, polyether polyols and plasticizers.</p> <p>Overview:</p> <ul style="list-style-type: none"> • distressed company, reorganization plan approved by creditors in April 2015 and currently in progress; • operating at approx. 35% of capacity due to lack of capital; • fixed costs and personnel resized in order to achieve best performance; • all equipments are well maintained; • turnover: 167 mEUR in FY15; • EBITDA: EUR 4.3 Mio/Q1_16 vs. EUR 3.1 Mio/Q1_15. |
| | <p>The chart shows the bridge from FY2014 to FY2015. It starts with FY2014 at -8,576 k EUR. A large positive bar for 'Revenues - production' adds 24,317 k EUR. Subsequent bars represent adjustments: 'Revenues - merchandise' (-451), 'Other revenues' (+181), 'Raw materials' (-2,169), 'Utilities' (-3,066), 'Merchandise expenses' (+577), 'Salaries&taxes' (-1,020), 'Various suppliers' (-913), 'State budget' (+224), and 'Other expenses' (-125). The final bar for 'FY2015' shows a total of 9,017 k EUR.</p> <ul style="list-style-type: none"> • Virtual Data Room set-up; • The investor shall acquire the core operating assets, via an SPV; • No historical debt/obligation will be passed to the buyer. |
| Turnover | EUR 167 Mio in FY15 |
| # employees | 1920 |
| Price | EUR 300 Mio |
| Engagement | <input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both |
| Reference | Project OLTCHIM |
| 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 |

| Poultry and poultry products Sellside | |  |
|--|---|---|
| Region | Netherlands | |
| Industrial sector | 5144 (Poultry and poultry products) | |
| Title | Highly profitable poultry company | |
| Short description | The company is located in the Netherlands and produces a complete range of poultry products. The company employs around 100 staff. | |
| Category of turnover | EUR > 100 mio. | |
| # employees (heads) | 101 to 200 | |
| Category of price | EUR 50 to 100 mio. | |
| Engagement Reference | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both SPRING | |
| 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 |

Steel tube furniture manufacturing company Sellside



| | |
|----------------------|--|
| Region | France |
| Industrial sector | Steel tube furniture manufacturing |
| Title | Project SOFIA - Opportunity to acquire a company specialised in the manufacturing of tubular steel furniture and products. |
| Short description | <p>SOFIA is specialised in the manufacturing of furniture and products for local authorities (schools, cafeteria, community centers) but also DIY stores and cafés-hotels-restaurants.</p> <p>With 70 years of experience, the company has a real expertise in designing and manufacturing, and sells its products directly to its customers or through the largest French purchasing organizations such as UGAP, Manutan Collectivités or Metro, with which the company has a very strong commercial relationship.</p> <p>Thus, not only does it represent a unique opportunity to penetrate the French market with the right access to the right customers but SOFIA also owns, through its sister company, a plant exceeding 20.000 sqm and large and diversified industrial equipment in which the company has made recent investments to be fully functional in woodworking and painting.</p> <p>The company realized 8.5m€ of sales over the last closing period, and forecasts 9.2m€ for the next with 100k€ EBITDA. Furthermore, by applying synergies, the potential buyer could leverage on the extensive underutilized production capabilities to increase sales, productivity and margins.</p> <p>100% of the shares of both companies are for sale.</p> |
| Category of turnover | EUR 10 to 15 mio. |
| # employees (heads) | 50 to 100 |
| Category of price | < 5 mio. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project SOFIA |
| 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 |

Wholesale & Transport of Fruit Sellside



| | |
|----------------------|---|
| Region | The Netherlands |
| Industrial sector | Wholesale trade - non durable goods, groceries and related products. |
| Title | Purchase opportunity of a well-established family owned company engaged in wholesale and transportation of soft fruit (apples, pears, etc.). |
| Short description | The operations of the family business are primarily focused on the transport of soft fruit to wholesalers, supermarkets and industrial processors located throughout Europa (including Russia). The company's warehouse has all required licenses and complies with all relevant standards. |
| Category of turnover | EUR 15 Mio to 25 Mio. |
| # employees (heads) | 11 to 20. |
| Category of price | EUR 1 to 5 Mio. |
| Engagement | <input checked="" type="checkbox"/> just financial <input checked="" type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project LIGNA |
| 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 |

Aerospace Manufacturer Sellside



| | |
|----------------------|--|
| Region | Canada |
| Industrial sector | 3364 - Aerospace Products and Parts Manufacturing |
| Title | An aerospace manufacturer |
| Short description | <p>Our client designs and manufactures electronics for the aerospace industry across Canada and internationally, through contract manufacturing arrangements, as well as under its own proprietary designs and brand. The company has built a reputation for providing high quality products throughout the value chain, from Tier 3 suppliers directly to major OEMs, with long-term agreements in place and a unique marketing strategy.</p> <p>It holds key certifications required by Canadian and international regulators, which permit it to supply products to the aerospace industry, and have allowed the company to build an impressive customer list that includes leading global aerospace OEMs and an extensive network of aircraft dealers. The company also operates a repair and refurbishment segment, servicing the long term needs of the aerospace industry to maintain aging aircraft with certified parts and components.</p> |
| Category of turnover | CAD \$15M to \$25M |
| # employees (heads) | 50 - 100 |
| Category of price | Adjusted EBITDA CAD \$2M to \$5M |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Ambition |
| 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 |

Arrangement of Transportation of Freight & Cargo F Investment



| Region | Australia | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|----------------|----------------|--------|--------|---------------|--------|---------|---------|------------------|---------|----------|----------|-------------------|---------|----------|----------|------------------------|---------|---|---|-------------|----------|----------|----------|---|---------------|----------------|----------------|--------------|--|--|--|----------------|-----|------|-----|--------------------------------|-----|-----|-----|
| Industrial sector | Arrangement of Transportation of Freight & Cargo (4731) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Title | M&A sellside mandate | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Short description | <p>We are raising US\$ 15 million in seed capital to finance a global roll out of a revolutionary software platform.</p> <p>The product is a logistics focused SAAS based platform which links selected international partners to create true disruptive end-to-end solutions at cost effective rates. This enables SME's to compete in international markets more efficiently.</p> <p>INVESTMENT HIGHLIGHTS</p> <table border="1"> <thead> <tr> <th>US\$000</th> <th>YEAR 1</th> <th>YEAR 2</th> <th>YEAR 3</th> </tr> </thead> <tbody> <tr> <td>Total revenue</td> <td>77,220</td> <td>313,842</td> <td>595,224</td> </tr> <tr> <td>Employment costs</td> <td>(9,247)</td> <td>(15,215)</td> <td>(17,599)</td> </tr> <tr> <td>General overheads</td> <td>(9,287)</td> <td>(15,468)</td> <td>(22,882)</td> </tr> <tr> <td>"One off" set up costs</td> <td>(9,800)</td> <td>-</td> <td>-</td> </tr> <tr> <td>Total costs</td> <td>(28,334)</td> <td>(30,683)</td> <td>(40,481)</td> </tr> <tr> <td>Net cashflow available for distribution(pre-tax)</td> <td>48,886</td> <td>283,160</td> <td>554,743</td> </tr> <tr> <td>KPI's</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Revenue growth</td> <td>n/a</td> <td>306%</td> <td>90%</td> </tr> <tr> <td>Free cash flow as % of revenue</td> <td>63%</td> <td>90%</td> <td>93%</td> </tr> </tbody> </table> <ul style="list-style-type: none"> • As disruptive to the logistics and freight industry as UBER is to the taxi industry cartels • No direct competitors in niche ecommerce market • Proven concept with large multinational contracts in place (US\$2.8 million revenue generated FY15) • Scalable growth is unlimited • Compelling market changer for SME's • Australian based management team willing to relocate globally for international roll out of the product platform. <p>Based on current projections the business expansion will require US\$15 million capital used primarily to finance office set up costs in each region targetted and an extensive marketing campaign internationally.</p> <p>The owners of the Business are therefore offering an equity stake in the Company in return for US\$15 million capital.</p> | US\$000 | YEAR 1 | YEAR 2 | YEAR 3 | Total revenue | 77,220 | 313,842 | 595,224 | Employment costs | (9,247) | (15,215) | (17,599) | General overheads | (9,287) | (15,468) | (22,882) | "One off" set up costs | (9,800) | - | - | Total costs | (28,334) | (30,683) | (40,481) | Net cashflow available for distribution(pre-tax) | 48,886 | 283,160 | 554,743 | KPI's | | | | Revenue growth | n/a | 306% | 90% | Free cash flow as % of revenue | 63% | 90% | 93% |
| US\$000 | YEAR 1 | YEAR 2 | YEAR 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total revenue | 77,220 | 313,842 | 595,224 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Employment costs | (9,247) | (15,215) | (17,599) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| General overheads | (9,287) | (15,468) | (22,882) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| "One off" set up costs | (9,800) | - | - | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Total costs | (28,334) | (30,683) | (40,481) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Net cashflow available for distribution(pre-tax) | 48,886 | 283,160 | 554,743 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| KPI's | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Revenue growth | n/a | 306% | 90% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Free cash flow as % of revenue | 63% | 90% | 93% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Turnover | EUR 20 to 50 mio. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| # employees | 11 to 20 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Category of price | USD 50 to 100 million enterprise value | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Reference | Project 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 |

| CCTV-Global Sellside | |
|-------------------------|--|
| |   |
| Region | Israel - Global |
| Industrial sector | Technology |
| 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 & 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 |

Construction Product Distributor Sellside



| | |
|----------------------|--|
| Region | Canada |
| Industrial sector | 44419 - Other Building Material Dealers |
| Title | Specialty construction products installation and distributor |
| Short description | For over 40 years, the Company has been a leading distributor and installer of specialty construction products. The Company designs, fabricates, distributes and installs a variety of specialty construction products and systems. Based in Ontario, the Company employs an experienced staff of engineers, field technicians, project managers and sales specialists to serve various industries across Canada. The Company has developed an extensive portfolio of products and services in order to keep pace with technological advancements in the industry. |
| Category of turnover | CAD \$25M to \$50M |
| # employees (heads) | 50 - 100 |
| Category of price | Adjusted EBITDA CAD \$2M to \$5M |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project HEAT |
| 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 Sellside



| | | | | | |
|----------------------|--|------|------|-------|-------|
| Region | Israel - Global | | | | |
| Industrial sector | Dental Implants - Manufacturing | | | | |
| Title | Investment opportunity in a dynamic and innovative dental implants company. | | | | |
| Short description | <ul style="list-style-type: none"> Established in 2008, "DIC" is a dynamic and innovative company specializing in developing, manufacturing and marketing of dental implants, prosthetic products and surgical tools. The company provides its customers with top quality products with focus on cutting-edge innovation. Exclusive distribution in more than 30 countries. 2014 expected revenue- \$11M (represents 30% yoy growth). EBITDA Margin - more than 25%. DIC employs 46 highly skilled employees. The company has regulatory approvals: FDA (USA), CE (Europe), AMAR(Israel), CFDA (China), and operates according to the international standard ISO (Regular and Medical). Operations in Israel, China, Columbia, Russia, Mexico, Spain, Chile, Hungary and other Countries. The company's R&D team consists of leading experts in the implantation field. The company invests many resources and efforts in R&D in order to position itself among the elite of dental implants manufacturers worldwide. | | | | |
| Financial Highlights | (M\$) | 2011 | 2012 | 2013E | 2014P |
| | Revenues | 4.9 | 6.3 | 7.5 | 11 |
| # employees (heads) | 46 | | | | |
| Category of price | \$45 million | | | | |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both | | | | |
| Reference | Dental Implants - Project DIC | | | | |
| 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 |

| Depository institution Sellside  | |
|--|--|
| 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 nort 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 thorough 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 |

Filtration Manufacturer Sellside



| | |
|----------------------|--|
| Region | Canada |
| Industrial sector | 339990 - Other Miscellaneous Manufacturing |
| Title | A manufacturer and distributor of filter products |
| Short description | The Company sells and manufactures a wide range of filter related products including filter cartridges and filter bags. For the past 20 years, the Company's knowledgeable and friendly team has allowed them to provide quick response to purchase order request and retain long lasting relationships with customers. The Company sells mainly to other businesses in the air filtration industry as well as those in the manufacturing, mining, and pharmaceutical industries in Canada. The Company also provides pollution control equipment and can customize its products to a customer's specific needs. |
| Category of turnover | CAD \$0M to \$5M |
| # employees (heads) | 10 - 25 |
| Category of price | Adjusted EBITDA CAD \$0M to \$1M |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project AIR |
| 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 Distributor Sellside | |
|------------------------------|---|
| Region | Canada |
| Industrial sector | 4131 - Foods Merchant Wholesalers |
| Title | A food and beverage distributor and retailer |
| Short description | The Company has three distinct operating segments which focus on importing Canadian and international food and beverage products and distributing them in Canada. Among the Company's product categories are dairy, fish, fruit, meats and vegetables and they service pizzerias, restaurants, hotels, institutions, delicatessens and grocery / retail stores. The Companies have 30+ years of experience in the industry and also have a dominant footprint in the food and beverage retail business in the region. |
| Category of turnover | CAD \$25M to \$50M |
| # employees (heads) | 50 - 100 |
| Category of price | Adjusted EBITDA CAD \$1M to \$2M |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Latte |
| 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 Processor Sellside



| | |
|----------------------|---|
| Region | Canada |
| Industrial sector | 311 - Food Manufacturing |
| Title | A processor and distributor of niche food products |
| Short description | This North American company offers a niche food processing capability that is able to cater to various customer demands and customize food products based on their unique recipes. The Company owns a large processing plant that has the capability to expand its state-of-the-art food processing equipment to increase capacity and expand into new food segments. The Company's products are sold to a variety of end users in the food industry, ranging from niche food processors to multi-national consumer packaged goods companies. The entity is compliant with all relevant food regulatory agencies in Canada and the United States. |
| Category of turnover | CAD \$15M to \$25M |
| # employees (heads) | 50 - 100 |
| Category of price | Adjusted EBITDA CAD \$2M to \$5M |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Sublime |
| 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 |

Importer and Retailer of Machinery Sellside



| | |
|----------------------|---|
| Region | Canada |
| Industrial sector | 44413 - Home Improvement Stores |
| Title | A woodworking and metalworking retailer |
| Short description | <p>The Company focuses on the retailing of brand names and private label woodworking, metalworking and miscellaneous tools and accessories. The Company operates storefronts across Canada and also serves customers in North America through a mail-order/e-commerce division.</p> <p>Demand in the industry primarily stems from “do-it-yourself” consumers and individuals account for nearly 90% of the industry revenue. With a staff of experienced and focused professionals from all trades, the Company is dedicated to providing customers with solutions to their “do-it-yourself” machine tool needs.</p> |
| Category of turnover | CAD \$15M to \$25M |
| # employees (heads) | 100+ |
| Category of price | Adjusted EBITDA CAD \$0M - \$1M |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Ammo |
| 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 |

| Industrial - Water Sellside | |  |  |
|--------------------------------|--|---|---|
| Region | Israel - Global | | |
| Industrial sector | Industrial - Water | | |
| Title | Investment opportunity in a Leading player in the water irrigation industry | | |
| Short description | <p>Company's Overview</p> <ul style="list-style-type: none"> • "ISM" is a leading manufacturer of computerized irrigation controllers and systems for solutions for home owners, professionals and agriculture. • "ISM" offer a wide range of product line from single standalone battery operated controller to multi stations, wireless, web based irrigation and fertigation systems. • "ISM" recently announced a revolutionary line of connected smart irrigation controllers, bringing the Internet of Things into the modern world of irrigation. • "ISM" produces a variety of products that meet the needs of retail, commercial and enterprise customers in 60 countries globally. • The company's products combine more than 35 years of hands-on-manufacturing experience with strong product development, innovation and R&D, resulting in top quality controllers and systems. • While available resources are becoming increasingly stressed, the need for sophisticated control systems has become a key focus for investment across the sector. | | |
| Category of turnover | ~\$15M | | |
| #employees (heads) | | | |
| Category of price | | | |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both | | |
| Reference | Project WaterUV | | |
| 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 Services Provider Sellside



| | |
|----------------------|--|
| Region | Canada |
| Industrial sector | 541514 - Computer Systems Design and Related Services |
| Title | An IT Procurement and Consulting Firm |
| Short Description | <p>Our client is a provider of procurement and IT consulting services for the enterprise, education and government sectors. The Company operates in Western Canada.</p> <p>For its procurement services segment, the Company has favorable contracts with large IT manufacturers and long-term procurement mandates with enterprises and various ministries across the government.</p> <p>The IT consulting segment, which includes both managed and project services, provides consulting services to help manage IT functions for enterprises.</p> |
| Category of turnover | CAD \$15M to \$25M |
| # employees (heads) | 25 - 50 |
| Category of price | Adjusted EBITDA CAD \$1M to \$2M |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project DISC |
| 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 |

| Logistics Sellside | |
|-----------------------|--|
| Region | Israel - Global |
| Industrial sector | Logistics |
| Title | Investment opportunity a leading logistics services company providing a complete turnkey solution to its diverse clients. |
| Short description | <p>Short description:</p> <ul style="list-style-type: none"> For about 30 years, “Logistica” is a leading logistics services company providing a complete turn key solution to its diverse clients in the fashion industry, electrical appliances, footwear, products sold online, food raw materials and more. The company provides warehouses services, inventory management, logistics centers’ operation, packaging and other related value-added services. It owns a state-of-the-art distribution network including fleet of 120 delivery trucks, visiting over 2,000 delivery points a day. It employs approximately 300 employees and located in Israel. <p>Services:</p> <ul style="list-style-type: none"> Operation of bonded warehouses, logistics centers, warehouses and TPL free area of approximately 150 thousand square meters. A complete solution for the logistics chain from transporting containers, LCL, sea and air ports warehouse emptying, absorption, report regularly to the customer, value-added activities, receiving orders from customers preparing shipments, receiving returns provide customers and adjusting the product to market. Distribution services through fleet of 120 delivery trucks nationwide <p>Transaction: 50% partnership</p> |
| Financial Highlights | Revenues : ~ 30M Euro EBITDA: 15% |
| # employees (heads) | |
| Category of price | |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project LOGISTICA |
| 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 |

Manufacturing (biodegradable) Industries Investment



| | |
|----------------------|--|
| Region | Asia |
| Industrial sector | Manufacturing Industries |
| Title | World's only patented technology used in the manufacture of export pallets that are 100% biodegradable. |
| Short description | <p>The Company has an exclusive global license for registered and published patents, intellectual property and know how in relation to Biofiba®.</p> <p>Biofiba® is a certified and tested extruded biodegradable simulated timber - used as a replacement for plastics, polystyrene and as an alternative to timber. The product has a multitude of uses within the packaging, building and construction industries. The Biofiba® product is made from natural organic matter sourced from commercially grown, renewable, non-food crops. Biofiba® has been specifically designed to biodegrade into a harmless environmental compost.</p> <p>The company has executed a JV with a Chinese manufacturer to produce the simulated timber and also has 100% global distribution rights for the output.</p> <p>Biofiba® is seeking to raise AUD 5 million to fund working capital to commercialise the technology.</p> |
| Category of turnover | EUR < 500,000 |
| # employees (heads) | < 10 |
| Category of price | AUD 5 mio |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Biofiba Limited |
| 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 |

Medical, Dental and Hospital Equipment/Supplies Investment



| | |
|----------------------|---|
| Region | Australia |
| Industrial sector | Medical, Dental and Hospital Equipment/Supplies (5047) |
| Title | M&A Investment mandate |
| Short description | <p>We are raising AUD 1 million in seed capital to finance a global roll out of a revolutionary dental procedure.</p> <p>The Company has developed the only technique in the world that creates a surgical implant guide from a dental impression. This method utilises a patented impression tray that recognises the position of the virtual implants placed by the dentist using a web based cone beam imaging and implant planning website.</p> <p>INVESTMENT HIGHLIGHTS</p> <ul style="list-style-type: none"> • Revolutionary new surgical technique with more accurate results • Lower cost technique to traditional methods • Worldwide product patent pending. |
| Category of turnover | N/A |
| # employees (heads) | < 10 |
| Category of price | AUD 5 to 10 million enterprise value |
| Engagement | <input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both |
| Reference | Project Instaguide |
| 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 |

Oil & Gas - Services Sellside



| | |
|----------------------|--|
| Region | Argentina |
| Industrial sector | Services to the oil & Gas industry |
| Title | Waste management services for the oil & Gas industry |
| Short description | <p>The company is engaged in the business of waste management of special and dangerous residues for the oil & gas industry.</p> <p>The company is located in the south of Argentina, in Neuquén province, in the Vaca Muerta area, rich for its non conventional oil producing potential.</p> <p>The company started its activity by the end of 2012 and is currently looking for financing for the construction of a waste treatment plant.</p> |
| Category of turnover | USD 10 - 12 mio. |
| # employees (heads) | n.a. |
| Category of price | Between 4x to 6x EBITDAs. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Waste Manager |
| 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 |

Raditation Management System Investment



| | |
|----------------------|---|
| Region | Australia |
| Industrial sector | Computer Integrated Systems Design (7373) |
| Title | M&A investment mandate |
| Short description | <p>We are raising USD 2 million in seed capital to finance the global roll out of a ground breaking intuitive radiation management system.</p> <p>The company is an interactive web based Radiation Management System that tracks, monitors, logs and reminds the Radiation Safety Officer of all Radiation Safety aspects throughout their Hospital, Clinic or Workplace where radiation sources are present. The System assists the hospital or clinics maintain compliance with all regulatory requirements.</p> |
| Category of turnover | n/a |
| # employees (heads) | < 10 |
| Category of price | USD 2 million |
| Engagement | <input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both |
| Reference | Project Dosel |
| 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 |

| Solar Energy Sell Side | |
|---------------------------|--|
| |   |
| Region | Israel - Global |
| Industrial sector | Energy |
| Title | Investment opportunity in a leading entrepreneurial player in solar energy space |
| Short Description | <p>Compnay description:</p> <ul style="list-style-type: none"> • One of the leading players in solar energy in Israel • the company set its goal to lead in developing the industry and build numerous solar projects in Israel • The company deals with the planning, development, construction and operation of electricity generation facilities through renewable and conventional energy sources. • Since Inception he Company has initiated, developed and built in Israel more 100 projects with an overall capacity of about 100 megawatts • The company currently has pipeline of more than hundreds of megawatts in different development stages <p>The Company is seeking to raise additional capital of \$15 million for the purpose of the expansion of entrepreneurial activity in Israel and abroad.</p> |
| Category of turnover | |
| #employees (heads) | |
| Category of price | |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project PV |
| 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 |

| Telecom Sellside | |
|----------------------|---|
| 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"> • The Services • Unlimited / monthly - incoming & outgoing plans • Pay as you Go plans • Virtual private numbers forwarding • Global number forwarding • SIP based international origination & termination "boutique" solutions • Key Financial highlights: <p>Key Financial highlights:</p> <ul style="list-style-type: none"> • Revenues: ~\$9M • Impressive EBITDA margins • Company's financials have increased YoY since inception. |
| Category of turnover | Revenues: ~\$9M |
| #employees (heads) | |
| Category of price | |
| 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 |

Transportation Services Sellside



| | |
|----------------------|---|
| Region | Canada |
| Industrial sector | 4855 - Charter Bus Industry |
| Title | A door-to-door airport shuttle service provider and a leader in Airport Transportation services |
| Short description | <p>The Company provides charter, private, and scheduled shuttle services to and from airports in Southern Ontario and upstate New York. The Company also offers first class tours of various tourist attractions. All vehicles come with the latest amenities and services include private charters and shuttle packages and can range from town cars to motor coaches.</p> <p>The Company maintains an insulated market position given its protected access to the airport and strong relationships with both travel companies and hotels in the area. They have been able to use this access alongside its entrenched relationships with hotels to develop strong recurring business relationships with high-profile travel companies.</p> <p>The Company has an experienced management team and a highly automated dispatch and reservation system that provides the capability to manage customers' changing itineraries and fleet utilization.</p> |
| Category of turnover | CAD \$5M to \$10M |
| # employees (heads) | 50 - 100 |
| Category of price | Adjusted EBITDA CAD \$1M to \$2M |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project Move |
| 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 |

Water Disinfection Technology Provider Sellside



| | |
|----------------------|--|
| Region | Israel - Global |
| Industrial sector | Industrial - Water - Clean-tech |
| Title | Investment opportunity in a Leading UV Water Disinfection Technology Provider |
| Short Description | <p>Company's Overview</p> <ul style="list-style-type: none"> The Company has developed a unique ultraviolet light ("UV") water disinfection platform technology which is disrupting existing water disinfection solutions (both UV and traditional methods) across a range of industry applications. Since Foundation in 2003 the Company has achieved significant market traction having sold over 1,000 systems to over 100 customers and in 2015 had sales of over \$14m. WaterUV's technology addresses a wide range of applications across different industry segments. To date, the Company has sold most of its systems to the Aquaculture, Food & Beverage, Municipal, and Pharmaceutical sectors, and has a strong recurring revenue stream from parts and service. The Company has a high quality list of leading international customers. WaterUV's patent protected technology is up to four times more efficient than competing UV technologies, provides real time dose measurement, and is the only system that has been validated to meet stringent US EPA and FDA protocols for full virus protection. HQ & assembly facility in Israel, Offices in USA, S. America, EU & China <p>The Company is looking for an investment of \$5m from a value added investor in order to build up its sales and marketing capabilities</p> |
| Category of turnover | ~\$15M |
| #employees (heads) | ~60 Employees |
| Category of price | |
| Engagement | <input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both |
| Reference | Project WaterUV |
| 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 & beverages, education and oil& 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"> • Handel und/oder Veredelung, Konservierung von Agrar-Rohstoffen, Nahrungsmitteln • Tätigkeitsbereich in der Schnittstelle zwischen Produktion und Endverarbeitung | | | | |
| 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 |

Agrarwirtschaft und Nahrungsmittelsektor Firmenübernahme



| | | | |
|--|--|--------------------------------|---|
| Region | Deutschschweiz | | |
| Branche | Agrar-, Landwirtschaft, Nahrungsmittel | | |
| Titel | Unternehmung sucht Firmenübernahme zwecks Expansion | | |
| Kurz- beschreibung | Eine gut etablierte und gesunde Unternehmensgruppe, die in der Verarbeitung von Früchten und Gemüse tätig ist, sucht eine Firma im Gebiet der Herstellung/Verarbeitung von Nahrungsmittel (inkl. Convenience Food Sektor). | | |
| Umsatz- kategorie | Ab 10 MioCHF | | |
| # Mitarbeiter (Köpfe) | - | | |
| Preiskategorie/ (Preisvorstel- lung) | - | | |
| Erwartetes Engagement | <input checked="" type="checkbox"/> | nur finanzielles Engagement | <input type="checkbox"/> nur Management- kapazität <input type="checkbox"/> beides |
| Referenz | Projekt VERDURE | | |
| 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 |

Business Services (Software, Software services etc.) Buyside



| | |
|-----------------------------|---|
| Region | Germany |
| Industrial sector | Business Services (Software, Software services etc.) |
| Title | Leading IT company for Business Performance looking for acquisitions |
| Short description | <p>The company is a leading IT company for business performance. It provides its customers with a full range of services - from design to implementation and operation of IT environment. The company is looking for target companies to broaden or strengthen its portfolio:</p> <ul style="list-style-type: none"> • Software for healthcare applications BUT not software which collects patient files or general collaboration rather software which analyses/extrapolates specific information and then processes it for use in decision making in the rest of the medical process. • They are seeking additional business software solutions. In particular in business process management (BPM) and solutions which are based on Microsoft Sharepoint. • Software development companies |
| 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 | Business Performance |
| 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 |

Dienstleistung, Produktion Kaufgesuch



| | |
|------------------------------|--|
| Region | Ostschweiz / Liechtenstein |
| Branche | Dienstleistung (ausser Finanzdienstleistungen), Produktion, gewerbliche Industrie, High-Tech, Konsumgüter, Energie Ausgenommen: Transport, Bau, Gastronomie, Landwirtschaft |
| Titel | Nachfolgelösung |
| Kurzbeschreibung | 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. |
| Umsatzkategorie | CHF 5 bis 10 Mio. |
| # Mitarbeiter (Köpfe) | 21 bis 50 |
| Preiskategorie | CHF 1 bis 9 Mio. |
| Erwartetes Engagement | <input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides |
| Referenz | Firmenübernahme / Nachfolgelösung |
| 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 |

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 |

| Holzbau Firmenübernahme  | |
|--|---|
| Region | Schweiz |
| Branche | Holzbau |
| Titel | Holzbauer / Zimmerei zur Übernahme oder für eine strategische Partnerschaft gesucht |
| Kurz- beschreibung | <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> |
| Umsatz- kategorie | Offen |
| # Mitarbeiter (Köpfe) | Bis ca. 30 |
| Preis- kategorie | Offen |
| Erwartetes Engagement | <input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides |
| Referenz | Projekt Holzsystembau |
| 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 |

Industrial Holding Buyside



| | |
|----------------------|--|
| Region | 1. Primarily Germany, Austria, Switzerland 2. Possibly add-ons in nearby countries (e.g. Benelux) |
| Industrial sector | See legend below |
| Title | Evergreen fund looking for investments |
| Short description | <p>The industrial holding company is specialised in the acquisition of small to medium-sized, mainly owner-managed companies from a variety of industries. Its portfolio companies remain independent and are given the chance to grow by providing financial funds and management/entrepreneurial support and through knowledge sharing. The goal is a long-term appreciation in value while preserving their corporate identity. Currently, the company is specifically looking for add-on investment opportunities within the construction manufacturing sector with specialist expertise in the following areas:</p> <ul style="list-style-type: none"> • anchoring & reinforcement technology • sealing systems for cables and pipes • expansion gap profiles for large projects • high-quality door panels • air-con devices, hot air heating systems, air-de-humidifier, inverter heat pumps <p>Target investments are manufacturers with a proven business model and substantial growth potential. They should be profitable (two-digit profit margin) with a successful product range and a diversified customer base.</p> |
| Category of turnover | Up to 15m |
| # 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 „Construction manufacturing“ |
| 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"> • Business Process Outsourcing (IT-Security and Telecom Services) • Technology consulting (IT- Security, IT-consulting and process-consulting) and Engineering • Testing, Inspection, Certification (TIC) <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 |

| Food Buyside | |
|----------------------|--|
| Region | The Netherlands |
| Industrial sector | Food |
| Title | AMBACHT |
| Short description | <p>Our client is active in the processing and sale of dairy and is searching for an extension of the product portfolio. Examples are yoghurt, ice cream, cheese, ham. Furthermore, the prospect has preferably products with the look and feel of craftsmanship.</p> <p>Maximum turnover is EUR 50 mio, with a preference for a minimum of EUR 10 mio. Profitability is not a necessity.</p> |
| Category of turnover | EUR 10 to 50 mio. |
| # employees (heads) | n.a. |
| Category of price | n.a. |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | AMBACHT |
| 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 |

Medical laboratory Buyside



| | |
|----------------------|---|
| Region | Europe |
| Industrial sector | Medical diagnostics |
| Title | LABORATORY |
| Short description | <p>Our client is a group of companies specialized in laboratory and diagnostic services. The focus is on medical laboratories and adjacent areas like pathology, cytology and plasmapheresis.</p> <p>The company now plans international expansion of its business activities in line with its growth strategy. The acquisition and investment targets are mainly small and medium-sized laboratory diagnostics service providers in Europe.</p> <p>The medical diagnostics market is driven by the following key factors:</p> <ul style="list-style-type: none"> • Cost pressure in healthcare systems • Needs for efficiency • Increasing quality standards/accreditations • Progression of medical technology <p>The highly experienced management gained extensive knowledge about the laboratory diagnostics market and its rules and has built a network of personal relationships over the past years.</p> |
| Category of turnover | small and medium-sized laboratory diagnostics service providers in Europe |
| Category of price | negotiable |
| Engagement | <input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | Project LABORATORY |
| 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 |

Sealing Systems - EPDM & thermosplastic Buyside



| | |
|----------------------|---|
| Region | Continental Europe |
| Industrial sector | Rubber and miscellaneous plastics products |
| Title | Global supplier of sealing systems looking for acquisitions |
| Short description | 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. |
| Category of turnover | From EUR 10m up to EUR 100m |
| # 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 Sky |
| 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 |

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 |

| Wholesale trade - non durable goods Buyside | |
|---|---|
|  | |
| Region | The Netherlands |
| Industrial sector | Food |
| Title | Daily Fresh |
| Short description | <p>Daily Fresh is a group of companies within the Food sector with approximately € 180 Mio sales and good profitability.</p> <p>Daily Fresh is interested in companies (trading/distribution as well as production) within:</p> <ul style="list-style-type: none"> • Spices & sauces; • Salads & crudités; • Fruit and vegetable processors (cutters); • Dairy; • Ready meals. <p>Daily Fresh is actively searching in:</p> <ul style="list-style-type: none"> • England; • France; • Spain; • Portugal; • Benelux; • Scandinavia. <p>The possible targets would have to meet the following criteria:</p> <ul style="list-style-type: none"> • Revenue range of trading companies € 10 Mio - € 100 Mio; • Revenue range of production companies € 20 Mio - € 100 Mio; • Profitable operations |
| Category of turnover | EUR < 100 Mio. |
| # employees (heads) | |
| Category of price | Up to € 50 Mio. |
| Engagement | <input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both |
| Reference | Daily Fresh |
| 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 |

| Industrial And Commercial Machinery Food Processing Buyside  | |
|--|---|
| 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"> • industrial filtration systems • food related pumps and pumping equipment • packaging machinery and equipment • machinery components • food and beverage machinery |
| 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 Buyside | |
|--------------------------|---|
| 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>Short description: The Group is a leading player in the field of logistics and aviation services in Israel.</p> <p>Current International Market Operation Base: Romania - 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. Czech Republic: 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. Aviation and Cargo Services: 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. Logistics services: 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 Romania and the Czech Republic can, for example, operate in niche logistic segments like temperature controlled storage and distribution. Search profile: 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 | 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 |

Manufacturer and supplier of engine products Buyside



| | |
|----------------------|--|
| Region | Global |
| Industrial sector | Automotive |
| 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>Short description:</p> <p>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>The company is interested in diversifying its product portfolio into other engine management products and is currently looking for a profitable company to acquire, preferably in the US, but also in other geographies.</p> <p>Search profile:</p> <p>Main characteristics of the target company:</p> <ol style="list-style-type: none"> Sector: Automotive industry, preferably manufacturing company (commercial company - is possible) Subsector: Engine management: cooling system products, fuel delivery products, sensing and engine control products. See detailed information in Annex_ Other required characteristics: <ul style="list-style-type: none"> 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) <ul style="list-style-type: none"> Operating markets: United States - must; Canada, Mexico, South and Central America, Europe, Asia - Optional. Production facilities outside the US are a plus. The company should show a clear path to sustainable growth Technology as a differentiator is a plus |
| 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 |

Sterilization & infection control products Buyside



| | |
|----------------------|--|
| Region | Europe |
| Industrial sector | Sterilization & infection control products |
| Title | A leading Group in the sterilization & infection control products is seeking to expand its exposure and growth to international markets worldwide. |
| Short description | <p>Short description:</p> <p>The Company is a leading manufacturer of autoclave sterilizers and plasma sterilizers, and a provider of washer disinfectors and other infection control products in the Healthcare and Life Science industries.</p> <p>TTN's sterilization & infection control products are trusted at over 350 000 installations worldwide including Hospitals, Clinics, Laboratories, Pharmaceutical Production and Research Institutes.</p> <p>TTN'S wide range of innovative cleaning, disinfection and sterilization products, varying in size and application, including:</p> <ul style="list-style-type: none"> • Autoclaves for dental clinics and small to medium clinics, or as a second unit in medical centers and hospitals • Cleaning and disinfection sterilization products for CSSD • Large sterilizers for hospitals and research institutes • Laboratory autoclaves ranging in size and application • Washers and disinfectors for dental clinics, hospitals and laboratories <p>TTN's products are marketed and supplied to five continents and over 110 countries through subsidiaries in the USA, Europe and Asia and a network of dealers and agents.</p> |
| Category of turnover | \$5-20 Mil |
| # employees (heads) | |
| Category of price | \$5-20 Mil |
| Engagement | <input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both |
| Reference | TTN |
| 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 Sellside



| | |
|----------------------|---|
| 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"> • 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. • The company has local presence in Europe, Russia, Israel, the Far East (including mainland China), and Israel • PCB Group serves a wide variety of market sectors including medical, automotive, telecommunication, industrial, and consumer. • All PCB Group's manufacturing partners hold DIN EN ISO 9001:2008 certification, conducted in accordance with TUV CERT audit and certification procedures. • During 2014, PCB has completed 3 add-on acquisition and is looking to broaden its global foot-print. <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 checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input 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

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

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.

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