



M&A-BULLETIN
OCTOBER 2015
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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 October 2015 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 106).

► 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

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► BDO WORLDWIDE

USING OUR SIZE INTELLIGENTLY

BDO is a worldwide network of public accounting firms, called BDO Member Firms. With more than 1,330 offices in over 150 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 EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Gipsergeschäft Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz		
Branche	Baunebenbranche		
Titel	Bestens eingeführtes Gipsergeschäft sucht Nachfolgelösung		
Kurz- beschreibung	<p>Ein erfolg- und traditionsreiches Gipsergeschäft aus der Region Nordwestschweiz sucht zwecks Nachfolgeregelung einen Käufer.</p> <p>Der Tätigkeitsbereich der Unternehmung umfasst sämtliche Gipserarbeiten im Zusammenhang mit Neu- und Umbauten, wie auch Renovationen und Sanierungen. Das Gipsergeschäft zeichnet sich durch langjährige Erfahrung aus und verfügt als kompetenter Partner im Bereich des Nass- und Trockenbaus einen ausgezeichneten Ruf.</p>		
Umsatz- kategorie	CHF 500'000 bis 2'000'000		
# Mitarbeiter (Köpfe)	11 bis 20		
Preis- kategorie	n/a		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt STUCCO		
Kontakt	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

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-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Kleinere Bauunternehmung		
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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

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-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt Microsoft		
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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

Klebestreifen Bürobedarf Verkauf



Region	Schweiz - Zentralschweiz		
Branche	Klebebänder		
Titel	Verkauf eines kleinen profitablen Geschäftsbereiches		
Kurz- beschreibung	<p>Die Verkäuferin konzentriert sich auf ihr Kerngeschäft und veräussert ein über viele Jahre etabliertes Produktesortiment. Die Bürobedarfsprodukte werden über Händler in der Schweiz und in Deutschland vertrieben.</p> <p>Es handelt sich um schadstofffreie Qualitätsprodukte, welche den höchsten Anforderungen in Bezug auf eine langjährige Klebekraft gerecht werden.</p> <p>Die bestehende Produktionsanlage kann vom Käufer übernommen werden. Im Produktnamen ist die Firmenbezeichnung der heutigen Eigentümerin enthalten; diese Bezeichnung ist anzupassen. Die Verkaufspreise und Volumen sind seit Jahren stabil. Es kann daher mit konstantem Ertrag gerechnet werden.</p>		
Umsatz- kategorie	CHF < 500'000		
# Mitarbeiter (Köpfe)	< 10		
Preiskategorie/ (Preisvorstel- lung)	CHF < 500'000		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt KLEBESTREIFEN		
Kontakt	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

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-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt WATER		
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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

Management of Industry Site (Chemical Industry) Sellside



Region	Germany		
Industrial sector	Industrial Services		
Title	Project TOWER		
	<p>TOWER is a healthy industrial services provider owning, leasing and operating an industrial park in central Germany which covers a total area of more than 170 ha and houses more than 30 companies (predominantly active in the chemical fibers-, polymers- and plastics industry) with a total workforce of approx. 3,000 employees.</p> <p>The company offers a full range of site management and industrial services predominantly to the hosted companies on but also outside of the industrial park. These services include the provision of different forms of energy, an efficient infrastructure, business and technical services (including maintenance, testing and engineering), logistics, safety / security and more.</p> <p>TOWER is a profitable and steady business with moderate upside potential. The company has developed strong customer relationships and secured a large part of its income via long-term contracts. Its major clients are European market leaders in the chemical industry. The relocation of new businesses to the industrial park is expected in the short to medium term. TOWER also has the potential and capacity to provide additional services to its existing and new client base.</p> <p>Key Investment Highlights</p> <ul style="list-style-type: none"> • Highly competitive and attractive industrial park • Stable and long-term committed client base • Stable business with moderate upside potential • Proven management team and strong organisation <p>Transaction</p> <p>The current shareholder is in the process of liquidation and has to sell 100% of its shares in TOWER in an accelerated structured auction process. TOWER is a healthy company and not affected by the insolvency.</p>		
Category of turnover	EUR 100m		
# employees	500		
Category of price	> EUR 30m		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project TOWER		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p>For more information Click here</p> <p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>		

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

Motorradfachgeschäft Firmenangebot - Verkauf - Nachfolge



Region	Deutschschweiz		
Branche	Motorradfachgeschäft		
Titel	Etabliertes Motorradfachgeschäft an bester Lage		
Kurz- beschreibung	<p>Ein profitables, inhabergeführtes Motorradfachgeschäft sucht einen Käufer zwecks Nachfolgeregelung. Das Unternehmen befindet an einer zentralen und stark frequentierten Lage in der Deutschschweiz.</p> <p>Das eingespielte Team ist in den Bereichen Handel, Service und Dienstleistungen für Motorräder, Zubehör und Bekleidung tätig. Als offizielle Markenvertretung von zwei der erfolgreichsten Motorradmarken ist der Betrieb am Markt bestens etabliert und für die Zukunft gerüstet.</p> <p>Aufgrund der örtlichen Gegebenheiten bestehen Möglichkeiten für eine Expansion des Unternehmens.</p>		
Umsatz- kategorie	Ca. CHF 4 bis 5 Mio.		
# Mitarbeiter (Köpfe)	Ca. 10		
Preis- kategorie	Verhandlungssache		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt Moto		
Kontakt	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Oberflächenbehandlung Uhrenindustrie / Medizintechnik Firmenangebot - Verkauf - Nachfolge



Region	Westschweiz		
Branche	Oberflächenbehandlung von Komponenten für die Uhrenindustrie und Medizinaltechnik		
Titel	Verkauf		
Kurz- beschreibung	Surface ist eine gut etablierte Unternehmung aktiv im Gebiet der Oberflächenbehandlung von Komponenten für die Uhrenindustrie, die Bijouterie, die Mechanik und die Medizinaltechnik. Parallel dazu stellt die Firma spezifische Armbänder her. Zu den Aktivitäten der Unternehmung gehören das Sand- und Kugelstrahlen, das Galvanisieren, das Schweißen und Löten und die Herstellung von Armbänder (auch Uhrenarmbänder) aus Inox-Kabeln. Diese spezifische Manufaktur ist für einen Kunden, dessen Marke weltweit bekannt ist. Obwohl das Unternehmen über ein solides, breit diversifiziertes Kundenportfolio verfügt, arbeitet es intensiv für einen treuen Grosskunden, welcher ca. 35% des Umsatzes generiert. Der erwähnte wichtige Kunde ist einer der Hauptakteure in der internationalen Luxusgüterindustrie mit mehreren hoch positionierten Weltmarken.		
Umsatz- kategorie	CHF 3.5 -4.0 Mio.		
# Mitarbeiter (Köpfe)	21 - 50 (32)		
Preiskategorie	CHF 4.0 bis 5.0 Mio.		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt Surface		
Kontakt	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Personalvermittlung und -verleih Firmenangebot - Verkauf - Nachfolge



Region	Deutschschweiz		
Branche	Personalvermittlung		
Titel	Schweizer Personalvermittlung sucht Nachfolgelösung		
Kurz- beschreibung	<p>Der Tätigkeitsbereich des Unternehmens umfasst die Vermittlung und den Verleih von Arbeitskräften in diverse Branchen, wobei sich die Gesellschaft insbesondere auf die Vermittlung von Arbeitskräften in typische Gewerbeunternehmen spezialisiert hat. Die Kundenbasis ist dementsprechend sehr gross und weist keine Klumpenrisiken auf. Zurzeit übernimmt die Gesellschaft Anstrengungen, weitere Marktgebiete (Branchen) zu gewinnen.</p> <p>Folgende Chancen ergeben sich für einen Investor:</p> <ul style="list-style-type: none"> • Gesamtlösungen aus einer Hand: Durch ein breites Dienstleistungsangebot • Etablierter und verankerter Betrieb: Dank erfolgreicher Tätigkeit besteht ein grosses Beziehungsnetz und ein hoher Bekanntheitsgrad • Kompetentes Team: Erfahrene Abteilungsleiter, ein motiviertes Team und langjährige Partner garantieren mit ihrem Know-How für Qualitätsarbeit • Attraktiver Standort: Im prosperierenden Wirtschaftsraum der Schweiz 		
Umsatz- kategorie	CHF 25 bis 30 Mio.		
# Mitarbeiter (Köpfe)	Ca. 12		
Preis- kategorie	CHF 9.0 bis 11.0 Mio.		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt SILVER		
Kontakt	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Pharmaceutical Manufacturer Sellside



Region	Located in Germany - Market and Investor: Could be located in Europe or rest of world		
Industrial sector	Pharmaceutical Manufacturer		
Title	Developer/manufacturer of a first in class specialist hospital pharmaceutical product		
Short description	CORAL is a developer/manufacturer of a first in class specialist hospital pharmaceutical product with EMA approval anticipated for end 2015. Supported by very positive Phase III data and with scientifically proven benefits for a significant unmet need in a large addressable market.		
Category of turnover	Potential for annual sales of EUR 200m		
# employees (heads)	21 to 50		
Category of price	n.a.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project CORAL		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Provider of paper and paper products Sellside



Region	Germany		
Industrial sector	Wholesale (paper, paper products)		
Title	Project SCRIBE - German provider of paper and paper products For the printing industry		
Short description	<p>The two German operations are wholly owned subsidiaries of a large corporation whose stated strategy is to recalibrate its geographic footprint. Scribe's parent plans to sell its 100 % interest in an accelerated auction process by way of an asset structural deal or a share deal (Project "Scribe").</p> <p>Scribe, based in Germany, comprises two merchant operations for customers in the printing industry in the German market.</p> <p>Operation 1 is a wholesaler for paper and paper products in the German graphic and digital printing industry. The product portfolio consists of office paper and packaging for several business segments such as:</p> <ul style="list-style-type: none"> • Continuous printing • Web offset printing • Packaging • Advertising agencies and advertising industry <p>As a well-established provider in the area of advertising technology, large digital printing and screen printing Operation 2 supplies hardware and software, printing media and accessories (e.g. papers, boards, banners, etc.). Its service portfolio is well-recognised for qualified consulting and customer services.</p> <p>Due to the downtrend in the paper industry SCRIBE is currently facing a restructuring program to regain profitability.</p>		
Category of turnover	EUR 100m		
# employees (heads)	100-200		
Category of price	n.a.		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Reference	Project SCRIBE		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Revolutionary coating products (Nanotechnology) Equity-participation offered



Region	Corporate relocation from Latin America to Europe (preferably to Switzerland)		
Industrial sector	Protective coatings for the building industry and other applications		
Title	Equity participation to finance relocation of production and HQ in Europe		
Short description	<p>The worldwide market of protective coatings (paints, varnishes and lacquers) reaches approx. US\$ 200 billion and continues to grow particularly in the building industry in the emerging regions. NANO-COATING, our customer, intends to take a significant part of the market share.</p> <p>NANO-COATING is a Latin American based company, privately majority-owned by a Swiss (CEO) and an Italian (CTO) citizen. The development of the water-based, environment-friendly nanostructures of the raw material started in Switzerland and has been successfully completed in Latin America. The products are now on the market for various applications. Customers' reception has been overwhelming as the protective characteristics of the products and their commercial and ecological advantages outperform any competitor. The technology is now ready for the global market. Due to the political and safety situation in the present country of domicile, the owners have decided to relocate the company to Europe and to implement the expansion for the global market from here. Switzerland would be a preference.</p> <p>For the realization of the project, the financial needs have been identified in two steps as follows:</p> <ul style="list-style-type: none"> • CHF 2 Mio. (step 1 / 2016) to finance the corporate-relocation to Europe, resume production for the existing markets and prepare all other corporate activities for the expansion. • CHF 25-30 Mio. (step 2 / 2017-2018) investment-needs for a modern, highly automated large-scale production plant and an adequate corporate structure in Europe for the global market. <p>Maximum 3-5 early-investors (step 1) will receive a very attractive minority stake with most interesting medium-term ROI-potential. In view of an IPO or trade-sale within 7 to 10 years, step 2-investors will also participate with an attractive minority-stake.</p>		
Category of turnover	Medium-term multi-billion potential		
# employees (heads)	Today 15 (in Latin America)		
Category of price	CHF 2 Mio. (step 1); CHF 25-30 Mio. (step 2)		
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both		
Reference	Project NANO-COATING (2015.10)		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>		



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

Traditional Swiss Industrial Company Sellside



Region	Switzerland (German speaking part)		
Industrial sector	Own technical products and mechanical contract manufacturer		
Title	Strategic Divestment of a 100% participation of a Swiss Industrial Group		
Short description	<p>ACCESS is a successful traditional Swiss manufacturer with own products for fix and mobile access-systems. In addition, ACCESS is a contractual manufacturer of complex mechanical equipment and finishing work for leading industrial customers of different sectors in Switzerland and abroad.</p> <p>Approx. 50 qualified employees and extensive up-to-date machinery and equipment are established in accordance with industry norms ISO 9001/14001 and DIN 6701-2 under which ACCESS has been certified.</p> <p>The internationally active parent company has decided to sell 100% of this participation in order to focus on its core business. The parent company sources only 20% of the turnover of ACCESS of approx. € 10 Mio. and the parties intend to continue this cooperation after the divestment.</p> <p>With the integration of ACCESS, strategic investors from the mechanical or transport/vehicle engineering sector in Switzerland or abroad could realize optimal synergies. Due to the autonomy on the market and the stable management structure and organization, ACCESS is equally attractive to financial investors or industrial holdings. Moreover, industrial managers with adequate financial backing and market experience might consider ACCESS an attractive target to realize an MBI and to develop the company.</p>		
Category of turnover	€ 10 Mio.		
# employees (heads)	Ca. 50		
Category of price	€ 5 to 10 Mio. incl. premises, for which a separate "sale and rent back transaction" might be realized with an independent real estate investor.		
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project ACCESS (2015.10)		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>		

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

Türenfabrik Firmenangebot - Verkauf - Nachfolge



Region	Deutschschweiz		
Branche	Be- und Verarbeitung von Holz		
Titel	Schweizer Türenfabrik sucht Nachfolgelösung		
Kurz- beschreibung	<p>Das Projekt steht für die Nachfolgeregelung einer Schweizer Unternehmung, die sich auf die Herstellung von Türen spezialisiert hat. Die Ursprünge der zu verkaufenden Firma lassen sich schon in den frühen 60er-Jahren finden. Seither hat sich das Unternehmen einen hervorragenden Ruf bei Kunden und Lieferanten erarbeitet und bietet ein innovatives Produktportfolio an. Das Unternehmen bietet eine grosse Auswahl an Modell- und Ausführungsvarianten an, welche keine Kundenwünsche offen lassen. Im Sortiment sind Zimmer- und Brandschutz-türen, aber auch Aussen- sowie Innentüren. Weiter werden auch Tür-Rohlinge und Rahmen aus Holzwerk- und Dämmstoffen produziert. Bei speziellen Anforderungen kann die Oberfläche der produzierten Türelemente auch behandelt und mit Beschlägen ausgerüstet werden.</p> <p>PUERTA ist lange am Markt tätig und hat eine hervorragende Reputation. Gestützt durch die positive Marktentwicklung der nächsten Jahre wird ein Umsatzwachstum erwartet.</p>		
Umsatz- kategorie	CHF 5 bis 10 Mio.		
# Mitarbeiter (Köpfe)	Ca. 25		
Preis- kategorie	Verhandlungssache		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt PUERTA		
Kontakt	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Accommodation Sellside Mandate



Region	Europe		
Industrial sector	Hotels & Motels - Accommodations		
Title	Villas/Apartments managing company		
Short description	<p>Seeking investors to acquire a Villas/Apartment condominium located in Azores or alternatively to sign a management contract.</p> <ul style="list-style-type: none"> The condominium is well located and as the following attributes: private tourist condominium with 25 modern villas: 22 villas (T2) and 3 apartments (T1) located in Lagoa, on the south coast of São Miguel island. The condominium includes almost 9 thousand sq meters. Just a 7 minutes (9 km) ride from Ponta Delgada - the main city in Azores. Great facilities, including: pools, garden, snack-bar and private parking. <p>Clients profile:</p> <ul style="list-style-type: none"> In the last years, NSE registered more than 7 900 overnights; The client portfolio includes 36 nationalities, with particular emphasis on European countries. <p>Distressed Company. Owner is willing to sell the assets for an amount around the debt value. Bank should be willing to renegotiate debt on favorable conditions.</p> <p>Transaction:</p> <ul style="list-style-type: none"> PROPOSAL A - Sale of the total equity of NSE or only the fixed assets related to the resort. PROPOSAL B - Make a concession agreement for the resort's touristic operation, maintaining all the assets and liabilities in the NSE and the company's equity as property of the current shareholders. <ul style="list-style-type: none"> NSE could have a big potential when integrated in a greater player. Azores is constantly considered one of the best places to visit in last years, by several international entities, such as: Quality Coast, Fodor's, The Guardian, National Geographic Traveller, Budget Travel and The University of Nottingham. Possibility to obtain Golden Visa (permanent residence permit program) 		
Turnover	EUR < 500'000		
# employees	< 10		
Price	EUR 500'000 to 2 mio.		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Reference	NSE Azores		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>



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

Chemicals & Pharmaceuticals Sellside



Region	Portugal		
Industrial sector	Chemicals & Pharmaceuticals		
Title	Technical testing and analysis		
Short description	<p>The Laboratory is a family owned company and is accredited by the Portuguese Institute for Accreditation (IPAC) to perform tests to qualify, validate and balance clean rooms and controlled environments, thermal studies and calibration of temperature and relative humidity sensors.</p> <p>Main clients: Majority of the pharmaceutical industry in Portugal; and Majority of the Portuguese hospitals.</p> <p>The client portfolio shows the success of the Laboratory, being a platform for growth in related services and/or to enter in the Portuguese market.</p> <p>The Laboratory also has developed a vast international experience performing tests in various countries, such as: Angola, Algeria, China (Macau), Spain, Romania and Venezuela.</p> <p>Is a profitable and financially stable company, with a turnover of € 1 million and EBITDA of 27.6%.</p>		
Category of turnover	EUR 1 to 2 mio.		
# employees	11 to 20		
Category of price	EUR 2 bis 5 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project Laboratory		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Cleaning company in South East of France Sellside



Region	France		
Industrial sector	Cleaning services		
Title	Project HESTIA - Opportunity to acquire a professional cleaning company in the South East of France.		
Short description	<p>HESTIA is a general cleaning company located in the South East of France with 5 agencies covering 4 departments and providing cleaning services for all types of premises. HESTIA revenue will reach 2.2m€ in FY15 with 340 contracts over more than 180 clients.</p> <p>60% of HESTIA's revenue is composed of premises cleaning and building maintenance services for essentially private companies' clients only through recurring contracts. The company has a well-established portfolio of 176 recurring clients (contract renewal by tacit agreement) that kept on increasing over the period.</p> <p>Over the last three years, HESTIA has experienced a strong turnover of its general manager (4 people) which penalized its activity level and growth given that said manager didn't maintain client portfolio nor answer any competitive biddings. Nevertheless, it is important to highlight the satisfaction and loyalty of tertiary sector's clients with whom the company has been able to maintain a recurring average revenue of 1.300k€ between FY12 and FY15.</p> <p>Indeed, the revenue decrease is explained by the loss of competitive biddings for key account clients and for which HESTIA wasn't renewed for reasons others than quality of service provided (internal approach of cleaning services, facility management, etc.).</p> <p>100% of the goodwill of the company is for sale and includes the entire client portfolio, the staff and operational assets.</p>		
Category of turnover	EUR 2 to 5 mio.		
# employees (heads)	300		
Category of price	< 2 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project HESTIA		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>		

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

Coffee production Sellside mandate			
Region	Ukraine, Odessa		
Industrial sector	Coffee production		
Title	Ukrkava		
Short description	<p>The only plant in Ukraine, designed and built originally as a coffee factory, uses modern technology in the production of agglomerate instant coffee. Strategic location of the plant - Eastern Europe, Ukraine, Ilyichevsk (Odessa region), the factory was put into operation in 2011. Actual capacity utilization to date is 14% of the minimum capacity.</p> <p>Production capacity: up to 10 767 tons of coffee products a year.</p> <p>Project description:</p> <p>Construction of tape freeze drying plant; Increasing existing production capacities; Financing operating activities.</p>		
Category of turnover	EUR 1 to 2 mio.		
# employees (heads)	201 to 500		
Category of price	EUR 15 to 50 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Ukrkava		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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 Sellside mandate 	
Region	Ukraine, Odessa
Industrial sector	Construction
Title	Construction company
Short description	<p>One of the largest construction companies in the South of Ukraine. From 2003, the company activity consists mainly (90%) of civil and residential construction. The company owns all the equipment and machinery necessary for building houses of up to 30 floors: several tower cranes, trucks, cement bulk trucks, truck cranes, bulldozers, etc. At present, the Company is building several objects in Odessa and Vinnitsa oblasts. The Company has its own design group which makes designs and locates the projects to specific sites. The Company also has logistic and procurement group. The Company owns the park of cars and vehicles, other machinery which is managed by the head of the industrial base of the enterprise. Construction on sites is managed by the master foremen.</p>
Category of turnover	N/A
# employees (heads)	21 to 50
Category of price	EUR 15 to 50 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Construction company
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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 materials production Sellside mandate



Region	Ukraine, Odessa region		
Industrial sector	Construction materials production		
Title	Production of polystyrene plates		
Short description	The company was founded in 1994. The main activity of the company is the production and sale of building materials - polystyrene plates. Today the company has four separate manufacturing units in the cities of Kiev, Dnipropetrovsk, Cherkasy and Simferopol.		
Category of turnover	N/A		
# employees (heads)	N/A		
Category of price	EUR 5 to 10 mio.		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Reference	Production of polystyrene plates		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Event materials, products and services Sellside



Region	The Netherlands		
Industrial sector	Event materials, products and services		
Title	TYVEK		
Short description	<p>TYVEK develops, produces and distributes wristbands, tokens, lanyards, cloakroom numbers and (rental) counting and changing machines for the event industry.</p> <p>TYVEK is a wholesaler and developer of new products and machines. The event industry has an inhibited character in NL. The excellent brands and name of TYVEK in the industry are very interesting for potential entrants in the Dutch market (also to introduce additional products to the portfolio of TYVEK), as the event industry is an industry with high barriers of entry.</p> <p>The company generates sales of around € 3 million with a profitability (EBITDA) between 15% and 20%.</p> <p>The sale is initiated due to the age of one of the shareholders. The shareholders are willing to stay on for a limited amount of time to ensure a smooth transition.</p>		
Category of turnover	EUR 2 to 5 mio		
# employees (heads)	21 to 50		
Category of price	n.a.		
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both		
Reference	TYVEK		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>



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

Fish & seafoods Sellside



Region	Italy		
Industrial sector	20924 - Prepared fresh or frozen fish & seafoods		
Title	Frozen seafood manufacturing		
Short description	<p>The Company is placed in North-central Italy, and it has been working for about 30 years in business of manufacturing and selling of frozen seafood products and of other frozen products. The Company produces and sells, (under its own brands too) products directly manufactured in its factory and a large variety of seafood products selected in the national and international market, to business clients and to final customer both. The Company is specialized in producing and selling a wide range of frozen seafood products and other frozen products. Its main target is the national market. Products are made under its own brand but also are produced on behalf of third parties. The Company is looking for a partnership throughout a total or partial operation on the capital share.</p>		
Category of turnover	EUR 15 to 20 mio.		
# employees (heads)	21 to 50		
Category of price	EUR 2 to 5 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project frozen seafood		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Fruit processing Sellside			
Region	Europe		
Industrial sector	Production of frozen and dried fruits		
Title	Project FRUIT - Production of frozen and dried fruits		
Short description	<p>In the frozen and dried fruits market in Serbia, the company holds one of the top positions offering a wide assortment of both frozen fruits and dried fruits to customers worldwide. The Company is a major exporter with exports to the EU, USA, Asia, Australia and other international markets accounting for more than 90% of sales. The company operates two production facilities with a combined processing capacity of up to 10,000 tons p.a.</p> <p>In the 2011-2014 period, the Company recorded strong growth in sales (CAGR of 17.5%) with the average EBITDA margin of 11.9% and a positive net result.</p>		
Category of turnover	EUR 10 to 15 mio.		
# employees (heads)	101 to 200		
Category of price	n.a		
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both		
Reference	Project FRUIT		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Hotels in a city of Art Sellside



Region	Italy		
Industrial sector	70118 - Hotels & motels		
Title	Two 4 stars rated hotels in one of the most attractive cities of Italy for sale		
Short description	<p>Two Hotels 4 stars rated and located in the North of Italy right outside the centre of a city considered to be a world Capital for art, culture, food and fashion. In particular, its famous historical center is full of attractions and museums that attract every year millions of tourists from all over the world. The hotels are connected with a special shuttle-bus that, in few minutes, may take customers to the city centre, the train station or the airport.</p> <p>The first hotel has more than 100 rooms with more than 100 parking spaces. In the hotel is possible to find a restaurant, a fitness center, a path wellness and a lobby lounge and many other services. The hotel is brand new.</p> <p>The second hotel has more than 200 rooms with a parking area which consists of two levels. In the hotel is possible to find a restaurant, a ballroom, a pavilion pantry and a gym center and many other services. The structures and rooms are in perfect conditions.</p> <p>The two buildings of the hotels are for sale, while management has been contracted to an international chain of hotels for the next 5 years. At the end of this period direct management can be reassigned paying a termination fee.</p>		
Category of turnover	n.a.		
# employees (heads)	n.a.		
Category of price	EUR 50 bis 100 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project city of art		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Luxury Hotel Sellside		
Region	Italy	
Industrial sector	Hotellerie / Leisure	
Title	Luxury Hotel	
Short description	<p>The Hotel is five stars rated and has about 100 rooms, private parking and is completely surrounded by a garden. Furthermore the Resort has a restaurant, a fitness center, an external swimming pool, a meeting center and a distinctive wellness center composed by five swimming pool in a 1000 m² area where the guest can benefit of both beauty and therapeutic treatments (Allergies, Respiratory Problems, etc.)</p> <p>The Hotel is located in front of the sea in the coastal area of a region in the Center of Italy. The Resort is well positioned to visit cities and ancient towns of artistic and cultural relevance, natural parks and see parks.</p> <p>The main Shareholder is an LTD Company owned by a family.</p>	
Category of turnover	EUR 5 to 10 mio	
# employees (heads)	51 to 100	
Category of price	EUR 15 to 50 mio	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both	
Reference	Luxury Hotel	
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

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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

New Tourist Building Sellside



Region	Italy		
Industrial sector	Real Estate Development / Hotellerie		
Title	New tourist building		
Short description	<p>Buildings land: the company owns a waste land and all the necessary licenses for building an important tourist complex.</p> <p>The land is located in Tuscany, along the Tyrrhenian coast, just few meter away from a charming and lovely seaside. The location is easily accessible by train and highway and it's not far from the Pisa and Florence airports. The territory is well known for its clear sea and its rich soil for the production of wine and agricultural.</p> <p>The project foresees:</p> <ul style="list-style-type: none"> • 16800 m² Gross Floor Area (GFA) of housing scheme with the restoration of the present buildings and new buildings. • 1680 m² GFA (10% of previous 16800 m²) to be added at the previous 16800 m², in the case of interventions with ecological devices and systems, for a total of 18480 m² GFA. • an hotel of 75-room for a total of 150 beds, without any constraint in terms of building area. The building area will be chosen by whoever creates the project. <p>The land is perfect to allow a building of a new tourist complex: the developer could define the project as he prefers, without any constraints. At the moment, there aren't any virgin area in Tuscany near the sea where it's possible to build new hotel or resort.</p>		
Category of turnover	n.a.		
# employees (heads)	n.a.		
Category of price	EUR 15 to 50 mio		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Reference	New tourist building		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

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

Oil and gas field Sellside



Region	Portugal																																					
Industrial sector	Oil and gas field																																					
Title	Project Sponsor is seeking for an investor/partner to invest and explore one block and to explore other block.																																					
Short description	<ul style="list-style-type: none"> The our client (Promoter) is an Angolan private owned Company created in 2005, that started its activity in the Downstream and developed other partnerships in the field of Midstream and Upstream. In 2011, the Promoter participated in the tender for the construction of pipelines in Cabinda (phase I completed and phase II in implementation). The Promoter expects to be engaged in the E&P preparation of the oil blocks in land areas of Kwanza and Lower Congo (Oil Project). Promoter announced qualified for the bid round for 10 onshore blocks in lower Kwanza basin and lower Congo basin. <p><u>Lower Congo Basin Blocks details:</u></p> <table border="1"> <thead> <tr> <th>Biding Block</th> <th>Exploratory Objectives</th> <th>Provisional Reserves (MMBO)</th> </tr> </thead> <tbody> <tr> <td>CON1</td> <td>Evapo-carbonate; Pre-salt</td> <td>750</td> </tr> <tr> <td>CON5</td> <td>Evapo-carbonate; Pre-salt</td> <td>910</td> </tr> <tr> <td>CON6</td> <td>Evapo-carbonate; Pre-salt</td> <td>t1,150</td> </tr> </tbody> </table> <p><u>Kwanza Basin Blocks details:</u></p> <table border="1"> <thead> <tr> <th>Biding Block</th> <th>Exploratory Objectives</th> <th>Provisional Reserves (MMBO)</th> </tr> </thead> <tbody> <tr> <td>Kon3</td> <td>Terceary; Pre-salt</td> <td>350</td> </tr> <tr> <td>Kon5</td> <td>Terceary; Evapo-carbonate; Pre-salt</td> <td>472</td> </tr> <tr> <td>Kon6</td> <td>Terceary; Evapo-carbonate; Pre-salt</td> <td>679</td> </tr> <tr> <td>Kon7</td> <td>Terceary; Evapo-carbonate; Pre-salt</td> <td>108</td> </tr> <tr> <td>Kon8</td> <td>Terceary; Evapo-carbonate; Pre-salt</td> <td>470</td> </tr> <tr> <td>Kon9</td> <td>Terceary; Evapo-carbonate; Pre-salt</td> <td>259</td> </tr> <tr> <td>Kon17</td> <td>Terceary; Evapo-carbonate</td> <td>206</td> </tr> </tbody> </table> <ul style="list-style-type: none"> The investor/partner must be an operator in prospection, exploration and production areas, gas and fuels. 		Biding Block	Exploratory Objectives	Provisional Reserves (MMBO)	CON1	Evapo-carbonate; Pre-salt	750	CON5	Evapo-carbonate; Pre-salt	910	CON6	Evapo-carbonate; Pre-salt	t1,150	Biding Block	Exploratory Objectives	Provisional Reserves (MMBO)	Kon3	Terceary; Pre-salt	350	Kon5	Terceary; Evapo-carbonate; Pre-salt	472	Kon6	Terceary; Evapo-carbonate; Pre-salt	679	Kon7	Terceary; Evapo-carbonate; Pre-salt	108	Kon8	Terceary; Evapo-carbonate; Pre-salt	470	Kon9	Terceary; Evapo-carbonate; Pre-salt	259	Kon17	Terceary; Evapo-carbonate	206
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Reference	Project OIL																																					
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr																																				

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SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
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Online gaming Sellside / financing 	
Region	Netherlands, Western Europe, USA
Industrial sector	Gaming
Title	THRIVE
Short description	Thrive is a platform that allows mobile game developers with great games to engage with players at low financial risk and reward their loyalty. Thrive is a collection of mobile games, selected by gamers for gamers. The developers of the games reward players for playing. The platform offers game developers less distribution risk and is focused on actual play-time instead of a onetime install.
Category of turnover	n.a.
# employees (heads)	n.a.
Category of price	Seed financing for the amount of \$ 1.4 million
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Thrive
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
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Organic food production Sellside



Region	Ukraine, Odessa region		
Industrial sector	Organic food production		
Title	Greenhouse complex		
Short description	<p>LLC "INTERNATIONAL AGRO-INVESTMENT COMPANY" (LLC MAIK) is a group of companies with 18 years of experience, whose main strategic goal is to produce high quality organic agricultural products. The group achieves this goal by introducing new technologies and applying its broad experience in growing and processing of agricultural products. The Group's activity started in 1995 with the incorporation of OJSC "Agropromservice" - a logistics center (8000 m2 of warehouses and production space), located in Odessa. Subsequently, a number of companies were founded that are specialized in both main and secondary activities (agriculture, real estate, marketing, etc.). After incorporating LLC "INTERNATIONAL AGRO-INVESTMENT COMPANY" in 2006, the key management staff of the Group was formed. The Group is currently involved in some reorganization measures aimed at more profitable activities.</p> <p>The Company created or acquired the following assets to date:</p> <p>The subsidiary company "Ukrnaturagro". Located in the Beliaevsky district of Odessa Region. Its main activities are: growing of grain, vegetables, gourd field, berries, horticulture and viticulture;</p> <p>LLC Manufacturing commercial agro-industrial enterprise "Maiaki", located in the Beliaevsky district of Odessa Region. Its main activities are: growing grains, vegetables, berries and gourd field;</p> <p>LLC "Agronordik". Main activities: growing grains, vegetables, berries and gourd field;</p> <p>LLC "Solira". An agricultural enterprise located in Beliaevsky district of Odessa Region, mainly involved in farming;</p> <p>Subsidiary FE "Sady Gradenicy". An agricultural enterprise located in Beliaevsky district of Odessa Region, main activities are: gardening, horticulture and viticulture.</p> <p>The subsidiary FE "Maiaksky Ovosch". Location: Beliaevsky district of Odessa Region. Its activities are vegetable growing and gardening.</p>		
Category of turnover	EUR 2 to 5 mio.		
# employees (heads)	N/A		
Category of price	EUR 5 to 10 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Greenhouse complex		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

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Project of construction of a tourist complex Sellside



Region	Italy		
Industrial sector	70008 - Hotels, rooming houses, camps & other lodging places		
Title	Sale of terrains on an Island of the Mediterranean Sea where is planned to be built a tourist complex.		
Short description	<p>The project aims to renovate a touristic complex placed on Elba Island, through the demolition of existing buildings and the construction of new ones including:</p> <ul style="list-style-type: none"> • Apartments • Bungalows • Restaurants - Shops • Fitness center • Accommodations for the staff • Swimming pools <p>The touristic complex is placed in a valley between by the sea, right in front of a bay well protected by the surrounding hills from winds. The beach is around 150 meters long and the skyline is extremely beautiful especially for the Mediterranean vegetation and the natural environment.</p> <p>All the projects have already been approved.</p>		
Category of turnover	n.a.		
# employees (heads)	n.a.		
Category of price	EUR 5 bis 10 mio.		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> Both
Reference	Project Elba Island		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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Public cleaning company in Paris region Sellside



Region	France		
Industrial sector	Public cleaning services		
Title	Project SILVIA - Opportunity to acquire a professional cleaning company in Paris region.		
Short description	<p>SILVIA is a general cleaning company located less than 80km South of Paris and providing cleaning services for all types of premises (buildings, offices, factories) together with associated services such as disinfection, rat extermination and pest control services.</p> <p>The company has the Qualiprope qualification attributed by the OQE (French body of companies qualification). This qualification assures that SILVIA possesses all the means to provide high quality services, is financially healthy and applies a fair policy. In a nutshell, it allows SILVIA to step up in highly competitive markets.</p> <p>In FY14, 90% of SILVIA's revenue was composed of premises cleaning and building maintenance services for tertiary sector's clients and public buildings almost only through recurring contracts. The company also provides special works (less than 10% of revenues) in order to fulfill clients extraordinary needs. These services contribute to increase the loyalty of current customer base.</p> <p>The financial situation of the company is healthy. SILVIA has the ability to generate customer loyalty on the long term which enables a perpetual growth of its revenues that should exceed EUR 2 mio in FY15. Furthermore, SILVIA is able to generate a recurring profitability, with a recurring EBITDA in excess of 10%.</p> <p>100% of the shares of the company are for sale.</p>		
Category of turnover	EUR 2 to 5 mio.		
# employees (heads)	50 to 100		
Category of price	< 2 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project SILVIA		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

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

Real Estate Sellside



Region	Portugal																								
Industrial sector	Real Estate																								
Title	Opportunity to invest in a real estate project with different valences in the Algarve.																								
Short description	<p>Our client is a real estate group that owns a project (plots included) in Portimão city center, in Algarve. Portimão in the second most important commercial city of Algarve, and one of the most touristic cities in Portugal.</p> <p>The project objective is to requalify the intervention area, allowing for a much desired territorial uniformization, within the city's most services oriented zone. The total construction area of the project is 141,808 m2 that includes:</p> <table border="1" data-bbox="368 969 912 1196"> <thead> <tr> <th>Project Components</th> <th>Maximum eligible area</th> </tr> </thead> <tbody> <tr> <td>Health</td> <td>33,760 m²</td> </tr> <tr> <td>Tourism (hotel our other facilities)</td> <td>45,760 m²</td> </tr> <tr> <td>Residential</td> <td>53,000 m²</td> </tr> <tr> <td>Retail/Services</td> <td>17,000 m²</td> </tr> </tbody> </table> <table border="1" data-bbox="1034 965 1485 1128"> <thead> <tr> <th colspan="2">Project' Maximum Capacity</th> </tr> </thead> <tbody> <tr> <td>Above Ground</td> <td>65,000 m²</td> </tr> <tr> <td>Underground</td> <td>42 558 m²</td> </tr> <tr> <td>Covered green areas</td> <td>34,250 m²</td> </tr> <tr> <td>Total</td> <td>141,808 m²</td> </tr> </tbody> </table> <p>The project may be executed in several separate stages, according to the market demand. Its size and scope allow this project to enforce as an outstanding area, near to several touristic areas such as: Portimão's Marina, Arade River, Ocean Revival Underwater Park, Golf Course and Beaches.</p> <p>Our client is seeking for an investor/partner to execute the project or sell the all project.</p>					Project Components	Maximum eligible area	Health	33,760 m ²	Tourism (hotel our other facilities)	45,760 m ²	Residential	53,000 m ²	Retail/Services	17,000 m ²	Project' Maximum Capacity		Above Ground	65,000 m ²	Underground	42 558 m ²	Covered green areas	34,250 m ²	Total	141,808 m ²
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Reference	Project IN CENTER																								
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr		For more information Click here		Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr																				



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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		
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Telecommunications Sellside			
Region	Europe		
Industrial sector	Telecommunications		
Title	Project WIRE - Telecommunications services		
Short description	<p>The company is a high-quality provider of a variety of telecom services including contact center solutions, company information systems, unified communications, video transmissions, and data services. In addition to its Serbian operations, the Company has offices in Czech Republic, Hungary, Poland, Romania, and Slovakia.</p> <p>Over the 4-year period, the Company recorded steady growth in operating revenue (CAGR of 17.4%) with a consistently high EBITDA margin and a positive net result. The average EBITDA margin in the respective period stood at ca. 21%.</p>		
Category of turnover	EUR 5 to 10 mio.		
# employees (heads)	51 to 100		
Category of price	n.a		
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both		
Reference	Project WIRE		
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Textile Mill Products Sellside Mandate



Region	Portugal - Global		
Industrial sector	Textile Mill Products		
Title	Home textile manufacture		
Short description	<ul style="list-style-type: none"> The company is a high/medium range home textiles manufacture, employing about 80 workers. Established in 1966, the Company early distinguished itself on the demanding home textile market. Owing to the study and development of new products, the company is able to guarantee distinct and innovative designs, with high quality standards. The company owns a brand that represents 16% of the turnover. In 2013 the Company has exported directly and indirectly more than 90% of its sales, from which approximately 35% outside Europe, showing a global diversification of customers and markets. The Company is present in several international markets, such as: USA, France, Germany, Spain, Japan, New Zealand, Australia, Switzerland, Italy, Algeria, Morocco, Chile, Mexico and more recently Russia and Brazil. 		
			
			
	<p>Products/Services</p> <ul style="list-style-type: none"> The Company produces customized products (all home textiles types), with or without the client's label and manufactures products with its own brand. The Company's products are certified by Oeko-Tex 2011 Certification. 		
	<p>Financials / Key figures:</p> <ul style="list-style-type: none"> Total share capital of EUR 1,5 M€. The net sales of 2014 reached approx. EUR 5 M€. Gross margin 16% of turnover. The key drives for an investor are the expected growth after an internal restructuring and the opportunity to develop the Brand. 		
Category of turnover	EUR 2 to 5 mio.		
# employees (heads)	51 to 100		
Category of price	EUR 2 bis 5 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project Textil		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>		

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Textiles & Clothing Manufacture Sellside



Region	Portugal		
Industrial sector	Textiles & Clothing Manufacture		
Title	Opportunity to acquire up to 100% (one hundred per cent) of a Portuguese Clothing manufacturer Group.		
Short description	<p>Our client is a Group of tree companies with a supply chain that goes from initial design / development to final product. Group with more than 20 years of experience in the sector. The Group companies:</p> <p>i) Company A:</p> <ul style="list-style-type: none"> - Circular knits clothing (jersey, pique, lint, interlock) in Private Label. - Development process (collections, modeling) run by the company itself; production (manufacture) under an outsourcing scheme. - <u>Markets:</u> Europe, UK and Scandinavia. Medium-high and luxury segment clients, includes several worldwide luxury brands. - Real sales in FY14: €8.7M (FY13: €5.6 M) <p>ii) Company B (100% owned by Company A):</p> <ul style="list-style-type: none"> - Self production of circular knitting using the seamless technology, through circular knitting machines "santoni". - The whole process of design, development and production is done by the company. - Product range to health and comfort, sport and other functional clothing. - <u>Markets:</u> Europe and UK. Medium-high segment clients. - Real sales in FY14: €2.9 M (FY13: €1.8 M) <p>iii) Company C (44,74% owned by Company A):</p> <ul style="list-style-type: none"> - Company focused on the segment of ecological textiles, dedicated to the production and marketing of garments and home textile 100% natural, under its own brand. Only works with natural biological/organic fibers. - Design and development of the product internally, outsourcing production (all in Portugal). - <u>Markets:</u> Portugal (through 8 stores in the best shopping centres); Europe, Japan and Russia (50% of sales). - Real sales at Apr14: €435 k (Apr13: €386 k) <p>Ideal for investors who seek access to the important European market for luxury brands.</p>		
Category of turnover	EUR 5 to 10 mio.		
# employees	51 to 100		
Category of price	EUR 2 bis 5 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project VEST		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Tourist Resort Sellside 	
Region	Italy
Industrial sector	Leisure
Title	Tourist Resort
Short description	<p>The Company is located in the center of Italy, along the Tyrrhenian coast, just few meters away from a charming and lovely seaside. The location is easily accessible by train and highway. It's not far from the Pisa and Florence airports.</p> <p>The territory is well known in the word for its rich soil which produces delightful wines. Near the tourist complex it's possible to make food and wine tour in the numerous wine cellars. Through visiting medieval villages, around the tourist area, it's possible to combine the history with the local product.</p> <p>With its many structures, the complex is designed to satisfy the needs of a varied customers. It is an ideal destination for families, single and working conferences and wedding</p> <p>The total buildings are: Around 200 apartments: composed by loft, two-room apartments and three-room apartments; restaurant; conference center; bar; car parking; A park; a children's area; reception; private consecrated chapel; 4 multipurpose sporting court for Tennis and Soccer; 3 swimming pools: one Olympic pool, a children's pool and an adult with hydro jet; 2km distance from the beach.</p>
Category of turnover	EUR 2 to 5 mio
# employees (heads)	11 to 20
Category of price	EUR 15 to 50 mio
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Tourist Resort
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Transport infrastructure (Airport) Sellside mandate



Region	Ukraine, Odessa region		
Industrial sector	Transport infrastructure		
Title	Airport		
Short description	<p>Founded in 1944, this airport has been serving as an infrastructure for frontier guard servicemen and for the purposes of military and naval forces.</p> <p>Since 1964 it was put into operation as a civilian airport. In 1988 the 1800 meters airstrip was constructed, which allowed the airport to land large aircrafts and serve as an international airport. It was given a status of an international airport in 1997. Between 2001 and 2006 the airport was in communal property of Izmail city. The city administration modernized most of the facilities of the airport. In this brief period the airport served flights to Kiev, Istanbul and Varna. In 2006, the airport was given over to municipal property of the regional communities. Since regional communities had no sufficient funds to operate the airport, all operations were seized. In 2010, Odessa regional council voted a decision to preserve the capital assets of the airport. In June 2014 the regional council prolonged the power of this decision.</p>		
Category of turnover	N/A		
# employees (heads)	N/A		
Category of price	EUR 500'000 to 1 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Airport		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Transport infrastructure (Sea port) Sellside mandate



Region	Ukraine, Odessa		
Industrial sector	Transport infrastructure		
Title	Sea port Odessa		
Short description	<p>The area of the port is 141 hectares. Number of berths: 54. Length of the mooring line: more than 9 ths. m. The maximum parameters of vessel length - 330 m, width - 40 m, draft - up to 13.0 m.</p> <p>The port consists of 3 main facilities: - a shipyard "Ukraine"; - passenger terminal; - oil and gas terminal.</p> <p>Additional facilities include dive center and yachting complex.</p> <p>Technical capabilities allow the port to load more than 21 mln. tons of dry and 25 mln. tons of bulk cargo per year. Container terminals are designed to load more than 900 ths. TEU per year. Passenger complex is able to cater for up to 4 mln. tourists per year.</p>		
Category of turnover	N/A		
# employees (heads)	N/A		
Category of price	EUR 50 to 100 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Sea port Odessa		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Transport infrastructure (Sea port) Sellside mandate 	
Region	Ukraine, Odessa region
Industrial sector	Transport infrastructure
Title	Sea port Illichivsk
Short description	<p>Port facilities:</p> <ul style="list-style-type: none"> - production facilities enabling to handle over 30 million tons of cargo annually; - quay line of 6000 m with modern berths; - storage facilities which can accommodate 1,5 million tons of different cargoes. Total open storage area -575,000 sq. m; warehouse area - 28,000 sq. m; - navigable depths: in outer roadstead - up to 21 m; in approach channel - 16 m; at berths - 7,5 - 14 m; - railway infrastructure - 6 rail entrances for moving wagons into the port and to the berths, with more than 50 km of railway tracks equipped with appropriate handling facilities; railway front enabling to achieve wagon turnover up to 1300 wagons a day. - motor road infrastructure with developed network of internal motor roads, allowing the entrance of motor transport through 5 port checkpoints; - in-house ancillary fleet. <p>The port is attached to port industries, such as plant for deep processing of agricultural products, oils & fats industrial complex, oil extraction plant.</p>
Category of turnover	N/A
# employees (heads)	N/A
Category of price	EUR 5 to 10 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Sea port Illichivsk
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Transport infrastructure (Sea port) Sellside mandate



Region	Ukraine, Odessa region		
Industrial sector	Transport infrastructure		
Title	Sea port Bilhorod-Dnistrovskiy		
Short description	<p>The port is situated on the western coast of Dnestrovskiy Estuary. Vessels approach the port via the 2.22 km long sea channel and then along the 14.5 km long estuary channel. The depth of entrance canal is 4.5 m.</p> <p>Facilities of the port include handling berths, with total annual capacity of the port of 1.2 mln. tons per year.</p> <p>The station has an access to 9 railway roads and the entrance of motor transport through 2 main port checkpoints. Total capacity of wagon turnover is up to 120 cars per day. The capacity of automotive infrastructure - 930 ths. tons per year.</p>		
Category of turnover	N/A		
# employees (heads)	N/A		
Category of price	EUR 15 to 50 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Sea port Bilhorod-Dnistrovskiy		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Transport infrastructure (Sea port) Sellside mandate



Region	Ukraine, Odessa region		
Industrial sector	Transport infrastructure		
Title	Sea port Izmail		
Short description	<p>The port develops as a multi-trade port. The capacities of the port can handle up to 8.5 million tons of cargo per year. The total area of 107.5 hectares. Izmail port has 24 berths with a total length of 2618.6 m. Area of open warehouses is 201,1 ths. sq. m., indoor - 19.7 ths. sq. m.</p> <p>Berths can receive and handle cargo operations of the ships with a draft of up to 7 meters, 150 meters long and 30 meters wide, deadweight up to 6000 tons.</p>		
Category of turnover	N/A		
# employees (heads)	N/A		
Category of price	EUR 5 to 10 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Sea port Izmail		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Transport infrastructure (Sea port) Sellside mandate 	
Region	Ukraine, Odessa region
Industrial sector	Transport infrastructure
Title	Sea port Yuzhny
Short description	<p>The port of “Yuzhnyi” is a universal port, which specializes on handling of chemicals and fertilizers, bulk, liquid bulk and general cargo.</p> <p>Today, the port is one of the most promising hubs of Ukraine, which is located on the banks of Ajalyk estuary in the north-west coast of the Black Sea. This is a harbor of promising enterprises that can provide handling of more than 47.5 million tons of various cargoes per year.</p> <p>The high competitiveness of the port to other ports of Ukraine is conditioned by its geographical location, year-round guarantee safe navigation and uninterrupted cargo operations. The depth of the approach channel and at the berths allows acceptance of large fleet with a total load capacity of up to 200 thousand tons.</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	Sea port Yuzhny
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>


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

Transport infrastructure (Sea port) Sellside mandate



Region	Ukraine, Odessa region		
Industrial sector	Transport infrastructure		
Title	Sea port Reni		
Short description	<p>Port design capacity: 14.5 million tons. Area 940 ths. sq. m. Berthage length 3 927 m. Sheltered storage facilities area is 30 ths. sq. m. Opened storage facilities area - 195 ths. sq. m.</p> <p>Port territory includes the following enterprises that are members of "Reni Free Economic Area":</p> <ul style="list-style-type: none"> - Coal-tar resin and other ductile bulk cargos transshipping complex", "Ukrchem" branch; - Liquefied hydrocarbon gas tankage, storage and dumping complex", Laguna Reni Ltd.; - Granular fertilizer processing, packaging and transfer complex", "Reni Les" branch establishment. 		
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	Sea port Reni		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Transport infrastructure (Sea port) Sellside mandate 	
Region	Ukraine, Odessa region
Industrial sector	Transport infrastructure
Title	Sea port Ust-Dunaisk
Short description	<p>The territory of Ust-Dunaisk port covers 15 hectares, its water area totals 60 ha.</p> <p>The port's sea entrance canal is 7 km long and leads to three anchorages for large tonnage ships where passable depths have been lost by present time. Another connecting canal with the length of 1.5 km leads from the port's harbor into the Prorva Canal.</p> <p>The sea entrance canal used to be from 80 to 100 m wide and 8 m deep. Its harbor depth is now significantly less than formerly designed (13 m).</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	Sea port Ust-Dunaisk
Contact	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> </div> <div style="width: 30%; text-align: center;"> <p>For more information Click here</p> </div> <div style="width: 30%;"> <p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p> </div> </div>

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

Tourism & recreation Sellside mandate 	
Region	Ukraine, Odessa
Industrial sector	Tourism & recreation
Title	Chernomorsky yacht-club
Short description	The yacht-club is located on a Black Sea shore near the park zone on the beach "Otrada" in Odessa. The company has a land area of 2.9 ha in lease.
Category of turnover	N/A
# employees (heads)	11 to 20
Category of price	N/A
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Chernomorsky yacht-club
Contact	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> </div> <div style="width: 30%; text-align: center;"> <p>For more information Click here</p> </div> <div style="width: 30%;"> <p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p> </div> </div>

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 Sellside		
Region	Europe	
Industrial sector	Wholesale of other semi-finished products	
Title	Project SAIL - Wholesale of synthetic marine teak decking & boat flooring	
Short description	Since 2008, the company holds the right to distribute and sell synthetic marine teak decking & boat flooring products of one of the leading global producers in the territories of Serbia and Montenegro.	
Category of turnover	EUR < 500'000	
# employees (heads)	< 10	
Category of price	n.a	
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both	
Reference	Project SAIL	
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here
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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

Wine Producer & Farmholidays Sellside




Region	Italy		
Industrial sector	Agricultural		
Title	Wine Producer & Farmholidays		
Short description	<p>The company operates in both the agricultural production of wine as well as in tourist activity in the form of cottages-vacation rentals, thanks to the characteristic structure.</p> <p>There also are others marginal activities: oil production, hay and wood cutting.</p> <p>The farm is located in Tuscany, Central of Italy, near the city of Siena, and covers 650 hectares of land. The Company is constituted as a limited liability company, the capital is owned by a family.</p> <p>The company operates in two business segments.</p> <p>In the wine sector, with:</p> <ul style="list-style-type: none"> • a line of Docg wine • a line of Igt wine <p>The farm borders to Montalcino, famous for its Brunello.</p> <p>The 56% of the wine produced is bottled, while the remaining 44% is sold loose. The bottled wine for about 75% is exported abroad and the remaining part directed towards the Central-Northern Italy. The bulk wine is sold in the markets of Switzerland, Italy and U.S.A. The revenues from wine's selling (both bottled and bulk wine) are about 900.000,00 € in 2012.</p> <p>The estate consists of five farms with beautiful farmhouses from the 13th century. The farmhouses have been carefully restored and divided into holiday apartments and hotel rooms of different seizures.</p> <p>The furnishings show the typical Tuscan country-style and a special care for details. Each apartment is equipped with cooker and oven, fridge, dishwasher, TV, laundry (for bathroom, kitchen and bedrooms). Every apartment has got its terrace or little garden. The farmholiday's services are: wine tasting, horses, swimming pool, restaurant, tennis.</p> <p>It is a seasonal activity that brings revenues to about 700.000,00 € in 2012.</p>		
Category of turnover	EUR 2 to 5 mio		
# employees (heads)	11 to 20		
Category of price	EUR 10 to 25 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Wine Producer & Farmholidays		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Wine production Sellside mandate			
Region	Ukraine, Odessa region		
Industrial sector	Wine production		
Title	Odessa cognac factory		
Short description	<p>Vineyard area: 1 ths. ha</p> <p>The company operates in the following segments: Distilling, rectifying and blending of spirits; production of grape wines; wholesale (wine and spirits).</p> <p>Production capacities: extract - 981.8 ths. dkl, cognac - 797.0 ths. dkl, distillate - 216.7 ths. dkl, wine - 189.3 ths. dkl</p> <p>Vertical integration, full cycle cognac production</p>		
Category of turnover	EUR 10 to 15 mio.		
# employees (heads)	201 to 500		
Category of price	N/A		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Odessa cognac factory		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>


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

Wine production Sellside mandate			
Region	Ukraine, Odessa region		
Industrial sector	Wine production		
Title	Odessa winery		
Short description	<p>Total vineyard area: 2.5 ths. ha The company operates in the following segments: production of grape wine, brandy, champagne (main), wholesale and retail trade.</p> <p>Production capacities: wine - 146.2 ths. dkl, champagne - 478.0 ths. dkl, brandy - 8.8 ths. dkl.</p> <p>Technological edge, best-in-class, increasing market share</p>		
Category of turnover	EUR 5 to 10 mio.		
# employees (heads)	201 to 500		
Category of price	N/A		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Odessa winery		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>


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

Wine production Sellside mandate		
Region	Ukraine, Odessa region	
Industrial sector	Wine production	
Title	Odessa champagne factory	
Short description	<p>The company operates in the following segments: production of grape wine, champagne (main), wholesale and retail trade.</p> <p>Production capacities: champagne - 198.4 ths. dkl.</p> <p>Vertical integration, increasing export capacities.</p>	
Category of turnover	EUR 1 to 2 mio.	
# employees (heads)	51 to 100	
Category of price	N/A	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both	
Reference	Odessa champagne factory	
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>
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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

Wine production Sellside mandate		
Region	Ukraine, Odessa region	
Industrial sector	Wine production	
Title	Bolgrad winery	
Short description	<p>The company operates in the following segments: production of grape wine, wholesale trade.</p> <p>Production capacities: wine - 729.4 ths. dkl.</p> <p>Leading in export capacities of wine materials</p>	
Category of turnover	EUR 1 to 2 mio.	
# employees (heads)	101 to 200	
Category of price	N/A	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both	
Reference	Bolgrad winery	
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>
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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

Wine production Sellside mandate			
Region	Ukraine, Odessa region		
Industrial sector	Wine production		
Title	Kotovskiy winery		
Short description	<p>The company operates in the following segments: distilling, rectifying and blending of spirits, production of wines, syrups, fruit products.</p> <p>Production capacities: wine and wine products - 938.4 ths. dkl.</p>		
Category of turnover	EUR 2 to 5 mio.		
# employees (heads)	21 to 50		
Category of price	N/A		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Kotovskiy winery		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Wine production Sellside mandate		
Region	Ukraine, Odessa region	
Industrial sector	Wine production	
Title	Sokovinprom	
Short description	The company operates in the following segments: production of grape wine, wholesale trade. Production capacities: wine - 509.7 ths. dkl.	
Category of turnover	EUR 500'000 to 1 mio.	
# employees (heads)	11 to 20	
Category of price	N/A	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both	
Reference	Sokovinprom	
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>
		<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Wine production Sellside mandate		
Region	Ukraine, Odessa region	
Industrial sector	Wine production	
Title	Izmail winery	
Short description	Vineyard area: 1.2 ths. ha The company operates in the following segments: production of grape wine, production of champagne, wholesale trade.	
Category of turnover	N/A	
# employees (heads)	21 to 50	
Category of price	N/A	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both	
Reference	Izmail winery	
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here
		Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

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%
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# 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	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>																																										

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
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Automotive Dealership Sellside



Region	Canada		
Industrial sector	441 - Motor Vehicle and Parts Dealer		
Title	Automotive dealership		
Short description	<p>Our client is a Chrysler dealership that sells new and used vehicles, vehicle parts and provides maintenance and collision repair services. The dealership is located in Ontario and brands sold include Chrysler, Dodge, Ram, Jeep and Fiat.</p> <div style="text-align: center;">  </div>		
Category of turnover	CAD \$40M to \$50M		
# employees (heads)	20+		
Category of price	EBITDA CAD \$2M to \$5M		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project Wheel		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
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Engineering Consulting Sellside



Region	Canada		
Industrial sector	541330 - Engineering services		
Title	A specialty engineering consulting business		
Short description	<p>The company provides engineering consulting throughout the world with a focus on fire protection and building code engineering. These services range from the preliminary concept design stage through construction, final system verification, and building occupancy. These services are also provided for existing buildings and buildings undergoing renovation.</p> <p>Since 1986, our client has provided services on over 10,000 projects and recently has averaged between 800 and 900 projects completed annually.</p> <p>This work includes building and fire code application, interpretation and equivalency determination, building condition audits, timed exit studies, fire alarm and sprinkler system design, physical system testing/commissioning, and fire safety plans. These services have been provided in a number of jurisdictions including Canada, United States, USSR, China, Saudi Arabia, Japan, Venezuela, Mauritius, Trinidad, Grenada, Bermuda, West Indies, Poland, Hungary, Iraq and Egypt.</p> <p>The size and complexity of projects varies from single-family dwellings to universities and airports. Projects include stadia, arenas, office complexes, shopping centers, hospitals, hotels, theatres, apartments, and industrial buildings. The provision of fire protection engineering services is based on achieving the level of life safety mandated by the building and fire codes without sacrificing the design goals and budget of the client.</p>		
Category of turnover	CAD \$5M to \$10M		
# employees (heads)	25 to 50		
Category of price	Adjusted EBITDA CAD \$500k to \$1M		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project JACK PINE		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
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Insurance and underwriting Sellside





Region	Canada
Industrial sector	52 - Finance and Insurance
Title	A leading underwriter and provider of life insurance across Canada
Short description	<p>The company's team of highly skilled underwriters and medically trained tele-interviewers help with a variety of services which include: tele-underwriting, automated underwriting, outsourced underwriting, personal history interviews, attending physician statement summaries, underwriting audits and expert witness services.</p> <p>The company's collection and other services include: paramedical services, attending physician statements, motor vehicle reports, inspection reports and <i>Ask an Underwriter</i> (a pay per use Q&A service for clients).</p> <p>Their strategy is to shift the underwriting and information collection functions from the insurers into the hands of their seasoned underwriting team at the producer level.</p>
	 
Category of turnover	CAD \$15M to \$20M
# employees (heads)	50 to 100
Category of price	Adjusted EBITDA CAD \$500k to \$1M
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project SOLUTION
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p>For more information Click here</p> <p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
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Leasing Company Sellside



Region	Canada		
Industrial sector	5324 - Commercial and Industrial Machinery and Equipment Rental and Leasing		
Title	A commercial leasing company		
Short description	<p>The Company provides an alternative to small and medium sized business owners who face challenges in obtaining financing for equipment in Western Canada.</p> <p>Currently brokering \$7.5M of leases per year with implicit rates ranging from 14% to 47%. Seeking growth capital and a strategic partner.</p> <div style="text-align: center;">   </div>		
Category of turnover	CAD \$1M to \$2M		
# employees (heads)	50		
Category of price	Net Income CAD \$250k to \$500k		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project ASPEN		
Contact	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> </div> <div style="width: 30%; text-align: center;"> <p>For more information Click here</p> </div> <div style="width: 30%; text-align: right;"> <p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p> </div> </div>		

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

Marketing Firm Sellside



Region	Canada																								
Industrial sector	541613 - Marketing Consulting Services																								
Title	A "below the line" integrated communications and marketing firm																								
Short description	<p>The Company originates and executes on all aspects of integrated marketing strategies for a number of high profile clients within the consumer packaged goods space and has positioned itself as a leading boutique firm in its industry.</p> <p>The primary growth opportunity for the Company lies in digital marketing, where the industry is expected to grow at 3.3% per year until 2020.</p> <p>The company has a history of consistent sales and high margins</p> <div style="display: flex; justify-content: space-around;"> <div data-bbox="383 1097 845 1422"> <p>Sales and Gross Margin</p> <table border="1"> <thead> <tr> <th>Period</th> <th>Sales (\$'000s)</th> <th>Gross margin %</th> </tr> </thead> <tbody> <tr> <td>FY13</td> <td>1,861</td> <td>~55%</td> </tr> <tr> <td>FY14</td> <td>1,953</td> <td>~50%</td> </tr> <tr> <td>TTM Jul-15</td> <td>1,909</td> <td>~55%</td> </tr> </tbody> </table> </div> <div data-bbox="861 1097 1452 1422"> <p>EBITDA and EBITDA Margin</p> <table border="1"> <thead> <tr> <th>Period</th> <th>EBITDA, adjusted (\$'000s)</th> <th>EBITDA, %</th> </tr> </thead> <tbody> <tr> <td>FY13</td> <td>581</td> <td>~31%</td> </tr> <tr> <td>FY14</td> <td>527</td> <td>~27%</td> </tr> <tr> <td>TTM Jul-15</td> <td>622</td> <td>~33%</td> </tr> </tbody> </table> </div> </div>	Period	Sales (\$'000s)	Gross margin %	FY13	1,861	~55%	FY14	1,953	~50%	TTM Jul-15	1,909	~55%	Period	EBITDA, adjusted (\$'000s)	EBITDA, %	FY13	581	~31%	FY14	527	~27%	TTM Jul-15	622	~33%
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Category of turnover	CAD \$1M to \$2M																								
# employees (heads)	11 to 20																								
Category of price	EBITDA CAD \$500k to \$1M																								
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both																								
Reference	Project MARKETING																								
Contact	<div style="display: flex; justify-content: space-between;"> <div data-bbox="383 1747 654 1848"> <p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> </div> <div data-bbox="798 1747 1053 1836" style="text-align: center;"> <p>For more information Click here</p> </div> <div data-bbox="1181 1747 1468 1848"> <p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p> </div> </div>																								

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
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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	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Non performing loans Sellside






Region	Argentina																											
Industrial sector	Financial services																											
Title	Public bank is selling non performing loans																											
Short description	<p>The non performing loans portfolio consists in near 24'000 loans that amount to near AR\$ 110 million (equivalent to US\$ 11.5 million), as of September 30th 2015 (preliminary data).</p> <p>The following chart summarizes the main characteristics of the portfolio, which has an average aging of three years.</p> <table border="1" data-bbox="510 974 1348 1205"> <thead> <tr> <th></th> <th>Number of Op.</th> <th>%</th> <th>Balance in '000 US\$*</th> <th>%</th> </tr> </thead> <tbody> <tr> <td>Checking accounts</td> <td>1.766</td> <td>7%</td> <td>282</td> <td>2%</td> </tr> <tr> <td>Loans</td> <td>12.054</td> <td>50%</td> <td>7.503</td> <td>65%</td> </tr> <tr> <td>Credit Cards</td> <td>10.369</td> <td>43%</td> <td>3.784</td> <td>33%</td> </tr> <tr> <td>Total</td> <td>24.189</td> <td></td> <td>11.569</td> <td></td> </tr> </tbody> </table> <p>* preliminary data as of 30th September 2015</p>				Number of Op.	%	Balance in '000 US\$*	%	Checking accounts	1.766	7%	282	2%	Loans	12.054	50%	7.503	65%	Credit Cards	10.369	43%	3.784	33%	Total	24.189		11.569	
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Total	24.189		11.569																									
Category of turnover	n.a.																											
# employees (heads)	n.a.																											
Category of price	Between 15% and 20% of non performing loans portfolio																											
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both																											
Reference	City Portfolio																											
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr																									

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Plastics Manufacturer Sellside



Region	Canada		
Industrial sector	3261 - Plastic Product Manufacturing		
Title	A manufacturer of plastic packaging products		
Short description	<p>The company is a manufacturer of flexible plastic packaging which is sold to the food industry, mainly for produce and bakery packaging.</p> <p>Products include wicketed bags for produce, standup pouches for both dry and frozen foods, form fill and seal rollstock for frozen meat, fish and vegetables. The company has a proprietary packaging technology that extends the life of fruit and vegetables and is sold internationally. This is viewed as a growth opportunity going forward, and will increase their presence in developing markets.</p>		
	  		
Category of turnover	CAD \$5M to \$10M		
# employees (heads)	25 to 50		
Category of price	EBITDA CAD \$250k to \$500k		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project OAK		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p>For more information Click here</p> <p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>		

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
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Plastics Manufacturer Sellside



Region	Canada		
Industrial sector	326140 - Polystyrene Foam Product Manufacturing		
Title	A plastics manufacturer specializing in the use of expanded polystyrene		
Short description	<p>The Company manufactures block molded products (for flotation billets, road void fill, bridge abatement, roofing insulation, etc), shape molded products (for custom packaging, seafood coolers, agricultural growing containers, etc) and insulated construction panels and doors (for use in industrial coolers/freezers, insulated buildings, etc).</p> <p>The manufacturing facility is located in Western Canada and the company has been in business for over 50 years.</p>		
Category of turnover	CAD \$15M to \$20M		
# employees (heads)	50 - 100		
Category of price	EBITDA CAD \$1M to \$2M		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project BALSAM		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Residential Rental Properties Sellside



Region	Canada
Industrial sector	N/A
Title	A portfolio of residential rental properties
Short description	<p>Eleven (11) residential rental buildings on nine (9) titled properties located in Brandon, Manitoba. Brandon has a population of approximately 50,000 and is located 200 km west of Winnipeg.</p> <ul style="list-style-type: none"> 4 - 4 Plex Units located on 15th Street <ul style="list-style-type: none"> • Units consist of 3 bedroom suites • Rental rates are \$950 to \$1,100 per month • 2 vacancies 2 - 4 Plex Units located on Assiniboine Avenue <ul style="list-style-type: none"> • Units are 3 bedroom suites • Rental rates are \$1,100 per month • 1 vacancy 2 - 4 Plex Units located on Franklin Street <ul style="list-style-type: none"> • Units are 3 bedroom suites • Rental rates are \$950 per month • 1 vacancy 1 - 6 Plex Unit located on Princess Avenue <ul style="list-style-type: none"> • Units are 2 bedroom suites • Rental rates are \$950 per month • 1 vacancy 1 - Mixed Residential and Commercial Unit on Princess Avenue <ul style="list-style-type: none"> • Property consists of 2 - 2 bedroom suites and 1 commercial space • Rental rates for residential suites are \$800 per month • No vacancies • Commercial tenant is paying \$850 per month 1 - 16 Unit Apartment building on 11th Street <ul style="list-style-type: none"> • Apartments are 2 bedroom suites • Rental rates range from \$450 to \$870 per month • 3 vacancies
Category of price	n/a
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Brandon
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Software Service Sellside			
Region	Canada		
Industrial sector	541510 - Computer Systems Design and Related Services		
Title	Software solutions for heavy/industrial/aerospace manufacturers		
Short description	<p>Our client provides software solutions for troubleshooting and repair of equipment in capital intensive industries such as aerospace and defense, airlines, automotive, heavy equipment, and others.</p> <p>The company offers a suite of products that deliver fast and effective maintenance decisions, which can be deployed as stand-alone equipment service and repair systems or as part of an integrated enterprise product support solution. The company has a variety of proprietary software that enables users to identify defects, failures and errors in equipment function that require preventative action, and saves them to identify trends in the process. The company is based in Ontario.</p>		
Category of turnover	CAD \$5M to \$10M		
# employees (heads)	N/A		
Category of price	EBITDA CAD \$1M to \$2M		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project ALTITUDE		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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

Solar Energy Sellside



Region	Australia																		
Industrial sector	Electric Services (4911)																		
Title	M&A Sellside mandate																		
Short description	<p>The business is a horizontally integrated group operating in the solar photovoltaic and storage industry. The Group's key strengths are underpinned by its credentials in the commercial, industrial and government sectors of the market where it has delivered iconic projects across Australia.</p> <p>INVESTMENT HIGHLIGHTS</p> <table border="1"> <thead> <tr> <th>\$A</th> <th>FY15</th> <th>FY16F</th> <th>FY17F</th> </tr> </thead> <tbody> <tr> <td>Revenue</td> <td>39,458,271</td> <td>61,993,450</td> <td>99,358,780</td> </tr> <tr> <td>Gross profit</td> <td>6,219,879</td> <td>9,031,899</td> <td>14,985,702</td> </tr> <tr> <td>EBITDA</td> <td>3,306,432</td> <td>5,248,929</td> <td>9,923,848</td> </tr> </tbody> </table> <ul style="list-style-type: none"> • Industry leading technical engineering capability & reputation for high quality service. • Established market position & growing order book. • Established blue chip client base. • Highly experienced senior management team with a clear strategic vision. • Historic CAGR of 53% in annual revenue from FY12 to FY15. • Forecast CAGR of 59% in annual revenue over FY16F & FY17F. • Impeccable credentials, strong track record, market leader. <p>Since incorporation in 2008 the Group has experienced significant growth in operations, with a national footprint and annual revenue levels in excess of \$39 million. Accordingly the group is offered for sale to parties interested in acquiring 100% of the group's share capital or assets.</p>			\$A	FY15	FY16F	FY17F	Revenue	39,458,271	61,993,450	99,358,780	Gross profit	6,219,879	9,031,899	14,985,702	EBITDA	3,306,432	5,248,929	9,923,848
\$A	FY15	FY16F	FY17F																
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Gross profit	6,219,879	9,031,899	14,985,702																
EBITDA	3,306,432	5,248,929	9,923,848																
Category of turnover	AUD 20 to 40 million																		
# employees (heads)	21 to 50																		
Category of price	AUD 15 to 50 million enterprise value																		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both																
Reference	Project Dawn																		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>																

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

Transportation Services Sellside



Region	Canada		
Industrial sector	4700 - Transportation Services		
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 the Greater Toronto Area, southern Ontario, and upstate New York. The company also offers first class tours of the Niagara Winery region and top rated tours of all of Toronto's attractions.</p> <p>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> <div style="display: flex; justify-content: space-around; align-items: center;">   </div>		
Category of turnover	CAD \$5M to \$10M		
# employees (heads)	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 WATERFALL		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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 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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@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 EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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-ka- pazität	<input type="checkbox"/> beides
Referenz	Projekt Wachstum		
Kontakt	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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 Management-kapazität <input checked="" type="checkbox"/> beides
Referenz	Projekt Holzsystembau
Kontakt	<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> </div> <div style="width: 30%; text-align: center;"> <p>For more information Click here</p> </div> <div style="width: 30%;"> <p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p> </div> </div>

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

Medizinische Laboratorien Investment



Region	Schweiz		
Branche	Medizinische Dienstleistungen		
Titel	LABORATORY		
Kurz- beschreibung	Unser Kunde ist eine Firmen-Gruppe mit ausgewiesenen Erfahrungen im Diagnostik- / Laborbereich. Die Gruppe konzentriert sich ausschliesslich auf medizinische Labors und angrenzende Bereiche wie Pathologie, Zytologie, Plasmapherese sowie Fertilisationskliniken und verfügt in diesen Bereichen über entsprechende Spezialisten. Unser Kunde beabsichtigt im Rahmen der Wachstumsstrategie seine derzeitigen Geschäftsaktivitäten auszubauen und ist interessiert an der Übernahme medizinischer Laboratorien in der ganzen Schweiz.		
Volumen	Jede Grösse		
Preis- kategorie	Verhandlungssache		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt LABORATORY		
Kontakt	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr


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

Fabricated Metal Products Buy mandate



Region	Europe		
Industrial sector	Fabricated Metal Products		
Title	Italian manufacturer of metal structures seeks targets in the same sector		
Short description	Italian company active in the production and distribution of metal structures for the management of industrial commercial spaces seeking other European companies active in the same sector.		
Reference	Full metal structure		
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>
		<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Food Buyside		
Region	The Netherlands	
Industrial sector	Food	
Title	FRUIT	
Short description	Our client is active in the trade of fresh fruit and vegetables. The client searches companies with activities in fruit trade (including overseas fruit).	
Category of turnover	Minimum of EUR 20 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	FRUIT	
Contact	Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here
		Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr


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

IT / Software Buyside



Region	Europe		
Industrial sector	IT / Vertical market software (VMS)		
Title	Project PILLAR		
Short description	<p>PILLAR is a large, international software company that has a strong track record in vertical market software. They provide mission critical solutions for industry specific business processes. Its key verticals are healthcare, government & finance.</p> <p>Some of the experience, best practices and knowledge of PILLAR is replicable among industries / verticals. PILLAR is aiming to expand to other market verticals by acquiring multiple software companies with a sound position in a specific market industry / vertical.</p> <p>PILLAR has an excellent track record in helping to improve business performance and will provide access to a broad set of best practices established over many years. The customer base of PILLAR and related companies will allow for cross-selling and upselling, facilitating growth of the target company.</p> <p>PILLAR's goal: Become the leading European VMS Company PILLAR is Private Equity owned</p>		
Category of turnover	Opportunities > 10.0 M		
# 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	PILLAR		
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SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD

Leisure Buyside	
Region	The Netherlands 
Industrial sector	Leisure
Title	LEISURE
Short description	<p>For an international investment fund we are looking for propositions in the leisure industry (hotels, bars, sports, wellbeing, gaming, visitor attractions etc.):</p> <ul style="list-style-type: none"> • Underinvested or undermanaged companies/ industries in continental Europe. • Enterprise values up to EUR 60 million • Immature markets • Proven management teams • Build platforms to consolidate fragmented target sectors
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	LEISURE
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Luxury Hotel Buyside



Region	France, Spain, Germany, Netherlands, Belgium, U.S.A., Cuba		
Industrial sector	7011 - Hotels & motels		
Title	One of Italy's leading hotel groups is looking for investment opportunities in hotels located in the main European and U.S.A. cities.		
Short description	<p>Acquirer: One of Italy's leading hotel groups with revenues of about €160 million and about 30% of ebitda, is looking for investment opportunities to increase its presence on the international market. The Group is available to evaluate investments for the property of the buildings, but also investments only for management, rent and franchising. The company is also interested in buying or leasing for a very long period of time properties to be converted into hotels.</p> <p>Location:</p> <ul style="list-style-type: none"> • Paris, • Barcelona and Madrid, • Monaco, • Amsterdam, • Bruxelles, • New York and Miami, • Cuba. • China • Hong Kong <p>Characteristics: The Group is looking for:</p> <ul style="list-style-type: none"> • Boutique hotels, with a maximum of 50 rooms - high quality of hospitality (actual or potential) • 4/5 stars, with a maximum of 100 rooms. <p>The properties should be located in the city center and be in close proximity of railway stations, subway, bus stops/tram.</p>		
Category of turnover	Not relevant		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Contacts	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>


SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

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

Offshore Buyside		
Region	The Netherlands	
Industrial sector	Offshore	
Title	COAST	
Short description	<p>For one of our clients, we are searching a company that is active on the border between land and water. The company is preferably service related, but trading activities are also interesting. The company should be profitable with a minimum turnover of EUR 10 mio. Enterprise in the following sectors are preferred:</p> <ul style="list-style-type: none"> • Water construction (a.o. dikes, dams, embankments) • Soil improvement (a.o. drillings and drainage) • Wind projects 	
Category of turnover	Minimum of EUR 10 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	COAST	
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>
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SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

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

Sealing Systems - EPDM & thermoplastic 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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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 06 37 88 43 18 thibaut.baptiste@bdo.fr	For more information Click here	Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr

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

All sectors Buyside



Region	Canada		
Industrial sector	All		
Title	Target search and acquisition advisory for a mid-market focused entrepreneurial investment firm		
Short description	<p>Our client is seeking to acquire or invest in, operate and grow a single small to medium-sized, privately held business.</p> <p>Investment Focus</p> <ul style="list-style-type: none"> • Profitable and Stable <ul style="list-style-type: none"> ○ Revenue visibility and stable margins ○ Limited customer concentration • Poised to Grow <ul style="list-style-type: none"> ○ Identifiable Growth Opportunities ○ Low Fixed Costs to Growth ○ Scalable • Industry <ul style="list-style-type: none"> ○ Growing industry ○ Technologically straightforward ○ Not cyclical 		
Category of turnover	n/a		
# employees (heads)	n/a		
Category of price	EBITDA of \$500k to \$5M		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project ARBUTUS		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

All sectors Buyside



Region	Canada		
Industrial sector	All		
Title	Target search and acquisition advisory for a mid-market focused entrepreneurial investment firm		
Short description	<p>Our client is seeking to invest in a single profitable business and provide additional resources to ensure it continues to thrive. Our client is interested in business that are scalable and well poised for growth. Following the transaction, our client will commit to the business in full-time senior executive roles</p> <p>Investment Focus</p> <ul style="list-style-type: none"> • Predictable and growing revenues • A history of positive operating profits • Attractive positioning within its industry • Seeking to act in the next few months • Open to selling 51-100% of the company • Searching for a buyer that will align itself with the company's continued success <p>Illustrative Industries of Interest</p> <ul style="list-style-type: none"> • Real estate • Education services & skill training • Software or tech-enabled businesses • Light manufacturing • High growth companies across other industries • Other service businesses 		
Category of turnover	n/a		
# employees (heads)	n/a		
Category of price	CAD > \$500k of annual cash flow		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Reference	Project ICE		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>


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

All sectors Buyside



Region	Canada		
Industrial sector	All		
Title	Target search and acquisition advisory for a mid-market focused entrepreneurial investment firm		
Short description	<p>Our client is seeking to acquire or invest in, operate and grow a single small to medium-sized, privately held business.</p> <p>Investment Focus</p> <ul style="list-style-type: none"> • Industry <ul style="list-style-type: none"> ○ Sizeable and growing ○ High degree of recurring revenues ○ Fragmented market ○ Low complexity operations ○ Minimal cyclicalty ○ Low disruption risk • Company <ul style="list-style-type: none"> ○ History of profitability ○ Unique competitive advantage with potential for continued growth ○ Asset light operations ○ Diverse customer base • Context <ul style="list-style-type: none"> ○ Entrepreneur is seeking to retire or exit without a successor in mind ○ Entrepreneur wishes to have a reduced role in the business going forward ○ Entrepreneur is looking to divest a non-core asset 		
Category of turnover	CAD \$5M to \$30M		
# employees (heads)	n/a		
Category of price	Minimum EBITDA margins of 15%		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Reference	Project LUMBER		
Contact	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p>	<p>For more information Click here</p>	<p>Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDI- TERRANEAN	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	<p>Thibaut BAPTISTE 06 37 88 43 18 thibaut.baptiste@bdo.fr</p> <p style="text-align: center;">For more information Click here</p> <p style="text-align: right;">Stéphane HINCOURT 06 13 01 17 13 stephane.hincourt@bdo.fr</p>

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

Private Equity Buyside



Region	1. Primarily in Germany, Austria, Switzerland, Benelux, Nordic Countries, Southeast Asia, Canada and Brazil 2. Netherlands, UK, Scandinavia but also other countries are possible		
Industrial sector	see legend below		
Title	Evergreen fund looking for investments		
Short description	<p>The PE fund is a family business specialised in the acquisition of medium-sized family-owned companies and corporate divestitures. Their goal is a long-term appreciation in value while maintaining the corporate identity of the portfolio companies. The fund is in particular looking for add on investments:</p> <ul style="list-style-type: none"> • Production of Surface Coating/Lamination and Heat Treatment The add-on companies (surface sublimation and heat treatment industry) should have a revenue of more than EUR 50m, however the investor will also look at smaller deals in new segments and adjust his requirements to local market conditions • Logistic Services Industry The investor owns logistic service companies and wants to pursue its buy & build strategy and expand the current portfolio with add-on investments. Customers should include: automotive, electronics, industrial, fashion, cosmetics, merchandising and/or healthcare companies. Services should include warehousing, fulfilment and contracting (transportation ratio should be minimal). The deal size is preferably > EUR 50 Mio., however the investor is willing to consider smaller deals in current markets (DACH-region and Nordic countries) as well. 		
Category of turnover	See above		
# 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 „Evergreen“		
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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 tolls 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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