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I found the perfect buyer for my company."*

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**M&A-BULLETIN  
SEPTEMBER 2017**

(english edition)

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

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

Dear Reader,

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

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

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

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

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

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

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

For further information about individual projects please contact the named project manager or your contact person for M&A transactions in your region (see page 70).

## ► 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.

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

## ► BDO WORLDWIDE

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BDO is a worldwide network of public accounting firms, called BDO Member Firms. With more than 1,400 offices in over 158 countries, BDO is the fifth largest such network in the world.

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

► **60 SECONDS - OVERVIEW**

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## SALE MANDATES - COMPANY PROPOSALS - SUCCESSION



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

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

Bakery Sell-side	
Region	Germany 
Industrial sector	Bread and Bakery Product Manufacturing/Retail Bakeries
Title	Bakery factory and bakery chain is looking for an investor
Short description	<p>The company consist of a bakery factory located in Germany, a patisserie and own retail shops.</p> <p>The products are distributed to independent shops, restaurant chains and supermarkets as well as sold in own shops mostly in the neighbouring regions.</p> <p><b>Products / Services:</b></p> <p>The company sells traditional German as well as yeast-free, lactose-free and vegan bakery products. Furthermore, it sells pasteries like cakes among others. It also produces frozen bakery products.</p> <p><b>USP for the investor:</b></p> <ul style="list-style-type: none"> <li>- Strategic partner to fill existing overcapacities in production and, if necessary, to finance related investments in production facilities and customer-specific requirements</li> <li>- Strategic partnership can be in form of a commercial cooperation through the acquisition of a minority or majority interest in the Group or in individual companies, the sale of one or both business units and the complete sale of the group</li> <li>- Preferably located in GER, BeNeLux, France, Switzerland, Austria but happy to discuss other countries</li> </ul>
Category of turnover	30-50m
# employees (heads)	>200
Category of price	open
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project „BAKERY“
Contact	Dietmar Flügel, dietmar.fluegel@bdo.de Tel.: +49 211 1371-162 Axel Maack, axel.maack@bdo.de; Tel.: +49 40 30293-405

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

## Bootsbau und Werkstatt Firmenangebot - Verkauf - Nachfolge



Region	Zürich-Ostschweiz, Region Walensee		
Branche	Bootsbau und Werkstatt		
Titel	Firmenübernahme infolge Nachfolgeregelung		
Kurz- beschreibung	Seit Gründung vor mehr als 20 Jahren als erfolgreicher Bootsbauer tätig.		
Umsatz- kategorie	TCHF 700 - 900		
# Mitarbeiter (Köpfe)	< 10		
Preis- kategorie	TCHF 300 - 500		
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität <input checked="" type="checkbox"/> beides
Referenz	Bootsbau		
Kontakt	Andreas Signer +41 55 645 29 43 andreas.signer@bdo.ch		



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

## Digital Health Care Investment



Region	Austria
Industrial sector	Software
Title	Start Up Investment - Digital Health Care
Short description	<p>Maintaining mental health is one of the largest global health problems causing an estimated economic burden of USD 2 trillion. Thus, it is one of the top priority items of both the WHO and the EU. Currently, only 5% of patients in need of psychological assistance receive appropriate help. However, they often receive assistance too late, thus causing enormous therapy costs and at the same time working capacity is lost.</p> <p>Therefore, in a first step, the target company envisaged to provide online mental coaching in the following four areas:</p> <ul style="list-style-type: none"> <li>• general orientation in life issues</li> <li>• relationship management</li> <li>• job orientation</li> <li>• and burnout prevention.</li> </ul> <p>Moreover, the company considers to integrate ongoing client recommendations for health improvements and continuous feedback forms to further develop their service.</p> <p>The company is currently in search of start-up phase equity financing in the amount of TEUR 250 to launch its beta-version. Moreover, the company is seeking an investor to participate in further financing rounds e.g. in order to combat the upcoming expansion.</p> <p>The proceeds will be used to further develop the product prototype and to finance the going to market (product marketing, etc.).</p> <p>Conducted market research and customer interviews indicate a large market potential. McKinsey &amp; Company has estimated the global digital health market to be worth USD 200 billion by 2020. Thereof about USD 46 billion is attributable to the mobile health market and USD 6 billion to the brain health market.</p>
Category of turnover	N/A
# employees (heads)	N/A
Category of price	EUR 0.25 Mio.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Digital Health Care
Contact	Vanessa Wurmitzer +43 1 537 37 626 vanessa.wurmitzer@bdo.at

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

## Exclusive Vineyard with Guesthouse Sell-side



Region	Switzerland and Piemont (Italy)
Industrial sector	Production of wine, hospitality
Title	Purchase opportunity for exclusive Vineyard
Short description	<p>This pearl of the wine world (around 8 hectares) is a meeting place for families and friends on the very pulse of nature. In addition to 5.5 hectares of vineyards, the estate has a guest villa of ten rooms (including exclusive rooms and apartments), a modern private house and a farmhouse that is used as operational building and office. To this day, many guests were able to enjoy the unique atmosphere and the excellent homemade wines. In addition to the individually furnished guest rooms, a large swimming pool and a large library invite to stay. An imposing historic wine cellar serves for tastings or special occasions. It is also possible for companies to book seminar rooms.</p> <p>Today, the annual production is about 40,000 wine bottles, which are sold almost exclusively in Switzerland through reliable sales channels (among others, various wine retailers or B2C). Customers include restaurants, hotels, individuals and retail trade. The production can easily be increased by renting neighbouring areas or by buying grapes.</p> <p>The vineyard was acquired by a Swiss over ten years ago and has gradually been expanded since. Now the owner wants to open a new chapter and sell the vineyard as well as the Swiss distribution company.</p> <p>Purchase of the Italian capital company (vineyard) and the Swiss distribution company (stock company). The price expectations are in the upper single-digit million range (CHF). The date of sale can be discussed.</p>
Category of turnover	n.a.
# employees (heads)	n.a.
Category of price	in the upper single-digit million range (CHF)
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Projekt PASSIONE
Contact	David Dahinden +41 41 368 12 14 david.dahinden@bdo.ch

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

## E-Commerce gem in the premium consumer goods sector Sellside



Region	Switzerland
Industrial sector	Consumer goods
Title	E-commerce company in the premium consumer goods sector to sell
Short description	<p>The Swiss pioneer has strong unique selling points: The modern online shop offers more than 150,000 premium brand products (SKUs) to discerning customers. The rapidly growing customer numbers over the last few years not only reflect the general trend towards e-commerce but also the platform's outstanding market position in its segment. There are no comparable competitors in this specific consumer goods sector in Switzerland.</p> <p>Highlights for the investor</p> <ul style="list-style-type: none"> <li>• Established and highly profitable business model in one of the future fastest-growing national and international e-commerce sectors</li> <li>• Attractive margin with a considerable leverage effect</li> <li>• Lean and variable cost structure</li> <li>• Huge growth potential</li> <li>• Low working capital requirement with strong revenue growth</li> <li>• Extensive database with more than 20'00 solvent customers</li> </ul>
Category of turnover	CHF 5 to 10 mio.
# employees (heads)	< 10
Category of price	Matter of negotiation
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	VENUS
Contact	David Dahinden +41 41 368 12 14 david.dahinden@bdo.ch

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

## Gipsergeschäft Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz
Branche	Baunebenbranche
Titel	Bestens eingeführtes Gipsergeschäft sucht Nachfolgelösung
Kurz- beschreibung	<p>Ein erfolg- und traditionsreiches Gipsergeschäft aus der Region Nordwestschweiz sucht zwecks Nachfolgeregelung einen Käufer.</p> <p>Der Tätigkeitsbereich der Unternehmung umfasst sämtliche Gipserarbeiten im Zusammenhang mit Neu- und Umbauten, wie auch Renovationen und Sanierungen. Das Gipsergeschäft zeichnet sich durch langjährige Erfahrung aus und verfügt als kompetenter Partner im Bereich des Nass- und Trockenbaus einen ausgezeichneten Ruf.</p>
Umsatz- kategorie	CHF 500'000 bis 2'000'000
# Mitarbeiter (Köpfe)	11 bis 20
Preis- kategorie	n/a
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
Referenz	Projekt STUCCO
Kontakt	Thomas Bucher +41 62 834 91 23 thomas.bucher@bdo.ch

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

## Hoch- und Tiefbau Firmenangebot - Verkauf - Nachfolge



Region	Westaargau / Zentrales Mittelland				
Branche	Bau				
Titel	Nachfolgeregelung / Verkauf eines erfolgreich geführten Hoch- und Tiefbauunternehmens mit langjähriger Stammkundschaft und sehr guter Marktverankerung				
Kurz- beschreibung	<p>Die Unternehmung wird in der 2. Generation erfolgreich geführt. Sie erwirtschaftet jährlich einen Umsatz in der Höhe von rund CHF 5.3 Mio.</p> <p>Die KMU hat sich im Bereich Hoch- und Tiefbau spezialisiert und ist vor allem im Gebiet Westaargau / zentrales Mittelland tätig. Sie liegt an verkehrsgünstiger Lage und verfügt über einen modernen Maschinen- und Fahrzeugpark sowie über einen zweckmässigen Werkhof. Zurzeit beschäftigt sie 22 Mitarbeitende.</p> <p>Der langjährige und wiederkehrende Kundenstamm hat wesentlich zum Erfolg der Unternehmung beigetragen. Aus Altersgründen strebt der Inhaber eine Nachfolge durch Verkauf der Unternehmung an.</p> <p>Die optimale und moderne Infrastruktur, die langjährigen Kundenbeziehungen sowie ein bewährtes Unternehmenskonzept sollen dafür sorgen, dass die Unternehmung auch zukünftig im Wettbewerb bestehen kann.</p>				
Umsatz- kategorie	CHF 5 Mio. (brutto)				
# Mitarbeiter (Köpfe)	22				
Preis- kategorie	Verhandlungssache				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Kleinere Bauunternehmung				
Kontakt	Stephan Bolliger +41 (0)62 834 91 19 stephan.bolliger@bdo.ch				

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

## Motorradfachgeschäft Firmenangebot - Verkauf - Nachfolge



Region	Deutschschweiz		
Branche	Motorradfachgeschäft		
Titel	Etabliertes Motorradfachgeschäft an bester Lage		
Kurz- beschreibung	<p>Ein profitables, inhabergeführtes Motorradfachgeschäft sucht einen Käufer zwecks Nachfolgeregelung. Das Unternehmen befindet an einer zentralen und stark frequentierten Lage in der Deutschschweiz.</p> <p>Das eingespielte Team ist in den Bereichen Handel, Service und Dienstleistungen für Motorräder, Zubehör und Bekleidung tätig. Als offizielle Markenvertretung von zwei der erfolgreichsten Motorradmarken ist der Betrieb am Markt bestens etabliert und für die Zukunft gerüstet.</p> <p>Aufgrund der örtlichen Gegebenheiten bestehen Möglichkeiten für eine Expansion des Unternehmens.</p>		
Umsatz- kategorie	Ca. CHF 4 bis 5 Mio.		
# Mitarbeiter (Köpfe)	Ca. 10		
Preis- kategorie	Verhandlungssache		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt Moto		
Kontakt	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch		

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

## Sonderleuchtenbau Firmenangebot - Verkauf - Beteiligung



Region	Schweiz - Deutschschweiz		
Branche	Herstellung und Handel von Beleuchtung		
Titel	Sonderleuchtenbauer / Lampen / LED-Beleuchtungen		
Kurz- beschreibung	<p>Das Projekt REFLEXION steht für den Verkauf eines etablierten (seit 60 Jahren), familiengeführten Schweizer Unternehmens im Lichtbereich. Der Name der Unternehmung verfügt über einen hohen Bekanntheitsgrad. Das Unternehmen besticht durch einzigartige Lösungen im Sonderleuchtenbau, in der Eigenproduktion von Serienleuchten, und bietet technische und Design-Markenvertretungen an. Das Unternehmen ist im stark wachsenden LED-Markt tätig und besetzt dort eine klare Nische!</p> <p>Im LED-Markt werden zwar keine revolutionären Entwicklungen erwartet, doch vernetzte Leuchten und Li-Fi werden den Markt zunehmend beeinflussen. Im Markt findet derzeit eine Konsolidierung sowie eine zunehmende Verdrängung statt. So haben die Top fünf Anbieter in der Schweiz einen Marktanteil von 60%, was rund CHF 300 Mio. entspricht.</p> <p>Das Unternehmen ist im Segment Sonderleuchten (kundenspezifische Lösungen) gut platziert. Ausserdem verfügt die Unternehmung über langjährige Erfahrungen in der Eigenproduktion für Serienleuchten. Alle Kompetenzen zur Erstellung solcher Leuchten sind betriebsintern verfügbar. Darüber hinaus werden viele Standardprodukte mit hohen Margen hergestellt. Zusätzlich bestehen auch attraktive Generalvertretungen von Handelsprodukten, die einen grossen Gewinn abwerfen. Die angebotenen Dienstleistungen und Produkte befinden sich im mittleren bis oberen Preissegment. Das Unternehmen konnte in den letzten Jahren mehrere Projekte mit namhaften Kunden realisieren.</p> <ul style="list-style-type: none"> <li>• Mehr als 2/3 des Umsatzes wurde im Projektgeschäft erwirtschaftet. Rund 1/3 des Umsatzes wird aus den Geschäftsaktivitäten mit Elektroplanern erzielt.</li> <li>• Der Auftragseingang liegt aktuell (Juli 2017) bei CHF 1.8 Mio. Der Stand der Offerten (Juli 2017) liegt bei CHF 8.0 Mio. In der Vergangenheit wurde eine Hit-Rate von ca. 60% erzielt. Entsprechend geht man von einem Umsatz für 2017 von CHF 6.6 Mio. aus.</li> </ul>		
Umsatzkategorie	CHF 5.0 bis 10.0 Mio.		
# Mitarbeiter (Köpfe)	11 bis 20		
Preiskategorie	CHF 2.0 bis 5.0 Mio.		
Erwartetes Engagement	<input checked="" type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt REFLEXION		
Kontakt	Marek Franke +41 41 368 12 55 marek.franke@bdo.ch		

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

## Software Firmenangebot - Verkauf - Nachfolge



Region	Gesamte Schweiz und Ausland				
Branche	Software				
Titel	Projekt PILATUS - Verkauf Marktführer für Kanzleimanagement Software				
Kurz- beschreibung	<p>PILATUS ist mit über 5.600 Benutzern bei über 900 Klienten Schweizer Marktführer im Segment Kanzleimanagement-Software für Anwaltskanzleien und Rechtsabteilungen.</p> <p>PILATUS hat seine Produktführerschaft durch kontinuierliche Investitionen in fachspezifische Funktionen und eine moderne, auf Microsoft Technologien basierte Architektur und Oberfläche untermauert und bietet heute eine umfassende, gleichzeitig jedoch extrem nutzerfreundliche Komplettlösung für die anwaltliche Arbeit.</p> <p>PILATUS wird sowohl für Einplatzanwendungen als auch als bei international agierenden Grosskanzleien mit über 200 Nutzern eingesetzt.</p> <p>Vertrieb und Support der Software erfolgen sowohl über ein kleines Netz von spezialisierten Vertriebspartnern, als auch direkt über einen Webshop und Self-Service bzw. E-Mail Support.</p> <p>Das Geschäftsmodell von PILATUS ist auf Effizienz getrimmt mit extrem niedrigen Fixkosten und einer überdurchschnittlich hohen Marge bei gleichzeitig überaus effektivem Innovations- und Produktentwicklungsprozess.</p> <p>Die Strategie von PILATUS zielt klar auf weiteres Wachstum ab, sowohl mit Bestandskunden als auch mit Neukunden im bestehenden und in weiter zu erschließenden Marktsegmenten.</p> <p>Ein Engagement ist besonders für einen Strategen oder einen Nachfolger interessant, der jetzt in einer frühen Phase der Strategieumsetzung die Chance zum Kauf dieses attraktiven Assets zu einem idealen Zeitpunkt wahrnehmen kann.</p> <p>Der Verkäufer plant, spätestens 2020 in den Ruhestand zu gehen und steht bei Bedarf auch bis dahin zur Verfügung, um eine erfolgreiche Übergabe zu gewährleisten.</p>				
Umsatz- kategorie	CHF 1 bis 2 Mio.				
# Mitarbeiter (Köpfe)	<10				
Preis- kategorie	CHF 2 bis 5 Mio.				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	X beides
Referenz	Projekt PILATUS				
Kontakt	Peter Baumgartner +41 41 368 12 12 peter.baumgartner@bdo.ch				



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

## Start Up Finanzierung für "SmartRidr pocket" - die sichere und handliche Kindersitzergänzung



Region	Schweiz & Europa
Branche	Konsumgüter
Titel	Start Up Finanzierung für "SmartRidr pocket" - der innovativen Kindersitzergänzung
Kurz- beschreibung	<p>smartridr ag wurde im 2016 gegründet und entwickelte in Zusammenarbeit mit namhaften Partnern den "SmartRidr pocket", welcher die Grösse eines Brillenetui hat und die innovative Ergänzung zum Kindersitz für unterwegs darstellt. Der Prototyp besteht und wird aktuell zur Produktionsreife entwickelt. Grosse Mengen können schnell produziert werden. Das Gründer-team hat viele Jahre Erfahrung im Bereich der Unfallforschung, im Aufbau von Startups und im Vertrieb und ein globales und etabliertes Netzwerk im Bereich des Unfallforschungs- und Sicherheitsprüfungsumfeld.</p> <p>Die gesamte Produktion des "SmartRidr pocket" wird ausgelagert und wird durch spezialisierte Hersteller übernommen. Um die hohen Qualitäts- und Sicherheitsanforderungen sicherzustellen, werden der Produktion und der verwendeten Materialien höchste Aufmerksamkeit geschenkt. Der primäre Fokus beim Vertrieb liegt in der Aufbauphase auf den DACH-Regionen und wird danach im restlichen Europa vorangetrieben, mit Fokus auf Frankreich und UK.</p> <p>Der Kindersitzmarkt beträgt gemäss Schätzungen gegen USD 2 Mrd. und wächst jährlich um 5%. Marktforschungen zeigen, dass der Bedarf nach einer einfachen, kleinen und überall anwendbaren Kindersitzlösung sehr gross ist. "SmartRidr pocket" soll in Industrienationen als Ergänzung zu bestehenden Kinderschulensitzen vermarktet werden und in Entwicklungsnationen als direkte Alternative.</p> <p>smartridr ag beabsichtigt, in einer ersten Runde Eigenkapital im Umfang von CHF 750'000 von Investoren aufzunehmen (der Beteiligungsanspruch ist verhandelbar). Dieser Betrag wird für die finale Produktentwicklung, Zertifizierungen, die Einleitung vom Marketingplan sowie für die erste Produktion und Marktlancierung verwendet.</p>
Umsatz- kategorie	Start Up - noch keine Cash Flows
# Mitarbeiter (FTE)	2017: 2
Investitions- kategorie	CHF 0.75 Mio. (Eigenkapital   Beteiligungsanspruch ist verhandelbar)
Erwartetes Engagement	<input checked="" type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Management-kapazität <input checked="" type="checkbox"/> beides
Referenz	Projekt Mobility
Kontakt	Christian Ryf +41 44 444 35 57 christian.ryf@bdo.ch

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

<b>Telekommunikation</b> <b>Firmenangebot - Verkauf - Nachfolge</b> 	
Region	Deutschschweiz
Branche	Telekommunikation
Titel	Nachfolgeregelung
Kurz- beschreibung	<p>Hinter dem Projekt GOLDEN GATE steht ein etabliertes Telekommunikationsunternehmen aus dem B2B-Markt.</p> <p>Das Unternehmen ist für die Ausführung bzw. Umsetzung von Telekommunikations- und EDV-Lösungen verantwortlich und besitzt weitreichende Erfahrungen in der Entwicklung, der Planung und der Erstellung von Systemintegrationen im Informatikbereich. Die Softwareentwicklung erfolgt kundenspezifisch und nach neusten Standards. GOLDEN GATE bietet Lösungen für die moderne, effiziente Telekommunikationsumgebung für kleine bis grosse Unternehmungen an.</p> <p>Die Beratungen zu Kostenoptimierungen in allen Telekommunikationsbelangen, wie auch die fachkompetente Betreuung von bereits bestehenden Telekommunikationslösungen gehören dazu.</p>
Umsatz- kategorie	CHF 800'000 bis 1'600'000
# Mitarbeiter (Köpfe)	< 10
Preis- kategorie	Verhandlungssache
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
Referenz	Projekt GOLDEN GATE
Kontakt	Peter Baumgartner +41 41 368 12 50 peter.baumgartner@bdo.ch

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

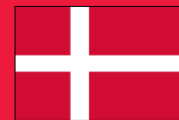
## Amusement park - South of France Sellside



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



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

## Apparel and Accessory Stores Sellside




Region	Denmark
Industrial sector	<ul style="list-style-type: none"> <li>Apparel And Accessory Stores (women's clothes)</li> </ul>
Title	Women's clothing for both small, standard and larger sizes.
Short description	<ul style="list-style-type: none"> <li>Established in 1988, the Company designs and manufacturers selected products under own brands, resulting in a unique range of classic fashion within women's clothing.</li> <li>The Company sells through more than 30 own stores across Denmark.</li> <li>The clothes offered in the stores are split between 14 brands. The product groups are between sizes "34" and "54", and with specific focus on "plus" sizes.</li> </ul>
Category of turnover	EUR 15 to 20 mio.
# employees (heads)	51 to 100
Category of price	EUR 5 mio. to 10 mio
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Size
Contact	Gert Mortensen BDO Denmark, +45 41 89 02 10 GMO@bdo.dk

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

Communications Equipment Sell Side			
Region	Israel - Global		
Industrial sector	Communications Equipment		
Title	Investment opportunity in a recognized pioneer in the Israeli telecom industry		
Short Description	<ul style="list-style-type: none"> <li>• Leading developer and manufacturer of LTE telecommunication solutions promoting wireless broadband connectivity worldwide.</li> <li>• The Company develops and sells products for broadband wireless communications networks and construction services for communications networks and operators.</li> <li>• The Company also provides integration and support services.</li> <li>• The Company serves end-users through operators, ISPs, and vertical markets.</li> <li>• The organization has over 800 well experienced and highly qualified employees.</li> <li>• Globally-known provider serving clients in over 100 countries.</li> <li>• 60+ years industry experience</li> <li>• Revenue- \$120M.</li> <li>• EBITDA - \$12M.</li> </ul>		
Financial High-lights	Revenue: ~\$120M		
# employees (heads)	800		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project COMMUNICATION		
Contact	Oz Israeli Partner , Head of M&A & Investment Banking +972 (0)3 637 4391 (Tel) Ozl@bdo.co.il		

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

Computer Programming Services Sellside		
Region	Nordics	
Industrial sector	<ul style="list-style-type: none"> <li>• 7371 - Computer Programming Services</li> <li>• 7373 - Computer Integrated Systems Design</li> </ul>	
Title	A leading Scandinavian provider of ERP solutions.	
Short description	<ul style="list-style-type: none"> <li>• The Company is delivering quality and cost efficient system solutions based on Microsoft Dynamics 365 ERP as a platform. In addition, the Company has developed highly competitive and scalable modules giving in a unique position in the market.</li> <li>• Management and key employees consist of highly skilled and experienced individuals that are capable of taking the Company to its next phase together with a suitable buyer.</li> <li>• The highly efficient operational platform and unique position in the market can be leveraged both through increased marketing and sales efforts, and through leading a consolidation in the market acquiring similar ERP solutions providers.</li> </ul>	
Category of turnover	EUR 10 to 15 mio.	
# employees (heads)	25 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 Max	
Contact	Gert Mortensen BDO Denmark, +45 41 89 02 10 GMO@bdo.dk	

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

## Construciton Materials - Manufacturing



Region	Israel - Global
Industrial sector	Construction Materials
Title	Investment opportunity in a leading manufacturer of construction products and solutions
Short Description	<ul style="list-style-type: none"> <li>Well established yet growing company that manufactures products for the construction and renovation industry through number of subsidiaries.</li> <li>The Company offers wide range of strong, high quality products.</li> <li>The Company operates in three different segments: Construction Solutions, Construction Finishing Products Materials, and Painting Products.</li> <li>The company's products include building and fitting bricks, drywalls, reinforced insulation boards, concrete products, terrazzo floors, plasters, adherents and related The Company employs 800 employees and operates through 5 different manufacturing sites and distribution hubs.</li> <li>tools and more.</li> <li>Revenue- \$250M.</li> <li>Operating Profit - ~ 20%</li> <li>The company expects strong results in near future due to positive tailwind derived from growing demand in the Israeli Construction field.</li> </ul>
Financial High-lights	Revenue: ~\$250M
# employees (heads)	800
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project CONSTRUCTION
Contact	Oz Israeli Partner , Head of M&A & Investment Banking +972 (0)3 637 4391 (Tel) Ozl@bdo.co.il

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

## Content marketing and media sales Sellside



<b>Region</b>	Belgium																								
<b>Industrial sector</b>	Content marketing and media sales																								
<b>Title</b>	The Content Marketing Company																								
<b>Short description</b>	<p>The Content Marketing Company provides marketing agency services in the following fields</p> <ul style="list-style-type: none"> <li>✓ Strategy</li> <li>✓ Creation</li> <li>✓ Audience amplification</li> <li>✓ Monetisation</li> <li>✓ Omnichannel branded publishing (print+digital+instore)</li> <li>✓ Social Media</li> <li>✓ Influence marketing</li> <li>✓ Media buying</li> </ul> <p>Through its following key success factors</p> <ul style="list-style-type: none"> <li>• Market reference in branded content</li> <li>• One stop shop for retail content marketing</li> <li>• Strong business model due to recurrent revenues</li> <li>• Fully bilingual organization (French/Dutch)</li> <li>• HR organization: lean key internal team for key functions combined with scalability of external talents</li> </ul> <p><u>Some references</u></p>  <p><u>Key figures</u></p> <table border="1"> <thead> <tr> <th>€'000</th> <th>2014</th> <th>2015</th> <th>2016</th> </tr> </thead> <tbody> <tr> <td>Turnover</td> <td>4.627</td> <td>6.727</td> <td>7.479</td> </tr> <tr> <td>Adjusted EBITDA before costs related to shareholders</td> <td>537</td> <td>940</td> <td>1.124</td> </tr> <tr> <td>Adjusted EBITDA</td> <td>-73</td> <td>228</td> <td>581</td> </tr> <tr> <td>Adjusted net result</td> <td>-209</td> <td>17</td> <td>267</td> </tr> <tr> <td>Equity</td> <td>828</td> <td>724</td> <td>728</td> </tr> </tbody> </table>	€'000	2014	2015	2016	Turnover	4.627	6.727	7.479	Adjusted EBITDA before costs related to shareholders	537	940	1.124	Adjusted EBITDA	-73	228	581	Adjusted net result	-209	17	267	Equity	828	724	728
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<b>Category of turnover</b>	EUR 5 to 10 mio.																								
<b># employees (heads)</b>	11 to 20																								
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both																								
<b>Reference</b>	Content Marketing																								
<b>Contact</b>	Geert Costers - geert.costers@bdo.be																								





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

## Cookware Sellside



Region	Italy
Industrial sector	Cookware
Title	Project Cookware
Short description	<p>The company, founded in 1967, is one of the most successful Italian cookware businesses. The company is controlled by an Italian Holding under a debt restructuring process and headquartered in the centre of Italy.</p> <p>The company distributes a wide range of cookware products through an international and nationwide network of wholesale partners (i.e. Carrefour, Auchan...).</p> <p>The company has three lines of cookware products:</p> <ul style="list-style-type: none"> <li>• High Tech (professional non-stick cookware for everyday cooking),</li> <li>• Design (designs for cooktops and on the table) and</li> <li>• Special (multipurpose items).</li> </ul> <p>The products are made of 100% recycled aluminum with coatings that are free from nickel, heavy metals and PFOA. Their quality and safety are certified by the TÜV in accordance with ISO 9001 norms.</p> <p>There are two production centers in Italy and one in Tunisia dedicated to North African and Eastern markets</p> <p>The company's management is highly focused on design and technical innovations, with 5 international prestigious design awards won in 6 years and close collaboration with Texas Instrument, the European Design Institute and the multi-star chef Carlo Cracco.</p> <p>100% of the shares are up for sale and the prospective investor would profit by the following advantages:</p> <ul style="list-style-type: none"> <li>▪ Immediate entry into a successful cookware chain in Italy and in Europe</li> <li>▪ Established comfort and designed product lines famous all over the world for their awards</li> <li>▪ High quality with reasonable pricing</li> <li>▪ Strong market penetration</li> <li>▪ "Green" image</li> <li>▪ Innovative and advanced technology</li> </ul>
Category of turnover	The net sales 2016 reached approx. € 61m, with an EBITDA margin of about 6,9% and a Net Debt of € about 16m.
# employees (heads)	250
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Cookware
Contact	Enrico Valdata, +39 366 3004325 enrico.valdata@bdo.it

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

FOOD MANUFACTURING Sell Side	
Region	Israel - Global  
Industrial sector	Food Manufacturing
Title	Project "IFB" - The Company is one of Israel's leading companies in the fish canning market
Short Description	<ul style="list-style-type: none"> <li>▪ "IFB" owns the exclusive and permanent franchise for a global leading super brand in the international canned fish market.</li> <li>▪ The "IFB" company manufactures and markets its products under three different proprietary brands and also under private labels.</li> <li>▪ "IFB" holds over 40% of the canned tuna category.</li> <li>▪ Highly valued business with excellent Branding reputation and strong relationships with major retailers.</li> <li>▪ The vast majority of its products are manufactured domestically, in state-of-the-art facility that extends over 14,000m2.</li> </ul>
Category of turnover	EUR 50 to 100 mio.
#employees (heads)	101-200
Category of price	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project IFB
Contact	Oz Israeli +972 (0)3 637 4391 (Tel) +972 (0)3 638 2511 (Fax) ozi@bdo.co.il

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

## High pressure hydraulic components Sellside



Region	Denmark
Industrial sector	<ul style="list-style-type: none"> <li>High pressure hydraulic components</li> </ul>
Title	Local industrial manufacuter selling globally wish to expand and scale business
Short description	<ul style="list-style-type: none"> <li>Manufacturer of high pressure hydraulic components having own production wish to expand operations and business. The company is located in the Scandinavia and all of the suppliers are located in Europe</li> <li>The company is operating on a niche market offering its products on a world wide scale through a strong partner network with limited amount of competitors</li> <li>The product is used in various industries and are ISO 9001 certified. The industries include automotive, heavy duty transportation, heavy tools, machine tools, military and aerospace.</li> </ul>
Category of turnover	EUR 1 mio. to 5 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	Project Pressura
Contact	Claus Melgaard BDO Denmark, +45 41 89 02 06 CME@bdo.dk

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

## Office furniture company Sellside




Region	Italy
Industrial sector	Office furniture
Title	Project Gamma
Short description	<p>The Company® was created in 1990. Since 1993 the typical elements of a rapid and solid development have been evident. Sales penetration increased steadily until it reached 100 Countries and more than 1700 customers worldwide, multiplying its turnover several times with a good balance between national and overseas markets. The management became noted for the dynamism and originality of its ideas and for its constant readiness to welcome demand from new or consolidated markets.</p> <p>The brand is present in the most important exhibition centres: Milan, Madrid, Cologne, Moscow and Dubai and, through its own distributors, in many important shops around the world. In addition to the many approvals already obtained, the Company is pursuing the route towards less ecological impact through its eco-sustainable processes, such as its cooperation with organisations like the Green Building Council for the selection of products which contribute to the LEED rating, for example.</p> <p>The Company has always paid particular attention to the observance of European standards in terms of the safety and reliability of the product. For this reason, all the items in the product catalogue have been tested in approved laboratories, guaranteeing to its own customers the quality of the products it is offering.</p> <p>The production facility is located in the northern Italy and has modern plants for the production of panels and for logistics management.</p> <p>The Company creates Executives, Workstations, archiving systems, reception areas and partitions :</p> <ul style="list-style-type: none"> <li>• executives</li> <li>• workstations</li> <li>• archiving systems</li> <li>• reception area</li> <li>• partitions</li> </ul> <p>Majority stake up to 60%. The majority shareholders are considering to divest their interest in the Company. The current management and current minority shareholders are willing to maintain its role in the Company.</p>
Category of turnover	EUR 40mio, EBITDA margin 11%
# employees (heads)	60
Category of price	EUR 20-22mio
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Gamma
Contact	Stefano Variano, +39 335 364439 stefano.variano@bdo.it


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

Pasta Sellside	
<b>Region</b>	Italy
<b>Industrial sector</b>	Manufacturing - Food products
<b>Title</b>	Project Pasta
<b>Short description</b>	<p>The company produces high-quality pasta in more than 150 different shapes and a wide range of products associated with the most traditional and authentic of Italian dishes, such as basic sauces, ready-made pasta sauces, seasonings, rice, pulses, extra virgin olive oil, biscuits and gluten free products.</p> <p>The pasta factory was founded in 1967 from an ancient family of industrial pasta makers and it is based in the South of Italy in a region rich of history and traditions related to the world of pasta and always been known as one of the best production area of it, in Italy and Europe. The company has been awarded ICEA certification, which certifies the organic production method together with ISO 22005:2008, ISO 14001:2004, EMAS, BRC, IFS, FSSC 22000:2011, KOSHER, HALAL and OHSAS 18001:2007 certification.</p> <p>The owners has made considerable investments in machinery and technology over the years to keep in line with the times and guarantee the quality and quantity of all of its products. Recently the company has created a special range that has been inspired by a desire to improve the sustainability of agriculture in the region of South Italy where the company is established, and strengthen direct links between farmers and consumers, based on shared values such as respect for the environment.</p> <p>The range offers a real hamper of delights:</p> <ul style="list-style-type: none"> <li>▪ pasta made using 100% region wheat;</li> <li>▪ cherry tomatoes and extra virgin olive oil produced from the olives grown in the region.</li> </ul> <p>The family tradition of pasta making combined with the product quality, spirit of enterprise, experience and innovation have made it possible for the company to become a well-known brand both in Italy and abroad, shifting the pasta production from 150 tons daily to the current 3,500 tons.</p> <p>A majority stake until 100% of the shares are up for sale.</p>
<b>Category of turnover</b>	The net sales 2016 reached approx. € 70 million and an EBITDA of € about 6 million (ebitda margin 9%) and a net debt of € 21.2 million.
<b># employees (heads)</b>	100
<b>Category of price</b>	n.a.
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project Pasta
<b>Contact</b>	Stefano Variano, +39 335 364439 stefano.variano@bdo.it

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

<b>PLASTIC PRODUCT MANUFACTURING</b> <b>Sell Side</b>  	
Region	Israel - Global
Industrial sector	Plastic Product Manufacturing
Title	Project "SPT"- Leading manufacturer of injection molding products seeking a strategic partner
Short Description	<p>Company's Overview:</p> <ul style="list-style-type: none"> <li>• "SPT" is a global leading plastic manufacturer with worldwide sales mainly in Europe, North America, Australia and Japan, "SPT" provides a wide range of attractive and high quality products.</li> <li>• "SPT" has 450 employees with about 110 presses at its factory located in northern Israel.</li> <li>• The company presents a strong revenue growth over the years. In 2015 "SPT" recorded annual sales of more than 90 million EURO.</li> <li>• Over 90% of "SPT" output is exported to Europe, North America, Australia and Japan.</li> <li>• The company has an industrial design department that develops its own products such as food containers, baskets, outdoor storage, among many other products.</li> <li>• "SPT" has been granted ISO9002 certification and supported by integrated R&amp;D, production and quality control operations.</li> </ul>
Category of turnover	EUR 50 to 100 mio.
#employees (heads)	500-1,000
Category of price	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project SPT
Contact	Tamar Ben Dor +972 (0)3 6380648 (Tel) +972 (0)3 638 2511 (Fax) tamarbe@bdo.co.il

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 Sellside 	
Region	Denmark
Industrial sector	<ul style="list-style-type: none"> <li>Software</li> </ul>
Title	Innovation brought into the FMCG industry - personalized, cost effective and a revenue generator
Short description	<p><b>The Company:</b></p> <ul style="list-style-type: none"> <li>Danish based with global outlook.</li> <li>The business model is based on a software as a service subscription fee on a low TCO device on the shopping cart.</li> <li>Founded by people with extensive knowledge in the FMCG and software and solution industry.</li> </ul> <p><b>The device:</b></p> <ul style="list-style-type: none"> <li>Seamlessly incorporating smartphone experiences into the shopping journey</li> <li>Have huge potential for interactive and real time customer analytics</li> <li>Have Low energy consumption and operational costs</li> <li>Potential to increase revenue significantly, as 40% of customers food purchases are impulse bought.</li> </ul>
Category of turnover	N/A
# employees (heads)	N/A
Category of price	N/A
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project E-Cart
Contact	Claus Melgaard BDO Denmark, +45 41 89 02 06 CME@bdo.dk

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 - SaaS Relationship marketing solutions Sellside



Region	France
Industrial sector	Software Company / Relationship Marketing
Title	Project SANTANA - Opportunity to acquire a company editing a CRM Software with a strong recurring turnover and a leading technology in customer relationship digital marketing.
Short description	<p>SANTANA is a unique software solution, the result of more than 20 years of experience in digital marketing. The SaaS solution enables its users to master the entire chain of customer knowledge. Fully configurable, the software is particularly easy to implement without specific development, regardless of the user's data sources.</p> <p>The business model is based on recurring subscriptions to the solution (<i>quarterly billing</i>), set-up fees and additional services. Clients are captive with a low turnover rate. Thus, the portfolio is expanding from year to year, gaining more and more prestigious references.</p> <p>Last year turnover amounted more than EUR 1.4 million and is strongly increasing since 2013 (+30%) thanks to new customers and the development of additional services. This leads to a high recurring turnover (<i>more than 50% of total sales</i>). Revenues are expected to reach more than EUR 1.7 million by the end of 2017.</p> <p>The EBITDA margin is high and exceeded 50% of sales over the past 3 years. This high profitability is explained by low fixed costs (<i>mainly office rent</i>) and because total payroll is low (<i>less than 5 employees</i>).</p> <p>100% of the shares of the company are for sale.</p>
Category of turnover	EUR 1 to 5 mio.
# employees (heads)	< 5
Category of price	EUR < 10 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project SANTANA
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr



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

## Water Supply and Irrigation Systems Sell Side



Region	Israel - Global
Industrial sector	Water Supply and Irrigation Systems
Title	Project "SMM" - Investment opportunity in a Leading player in the water irrigation industry
Short Description	<p>Company's Overview</p> <ul style="list-style-type: none"> <li>• "SMM" is a global manufacturer of smart monitoring and control irrigation solutions for homeowners, professionals and agriculture in more than 60 countries globally.</li> <li>• The Company produces a variety of products ranging from single standalone battery operated controllers to multi stations, wireless, web based irrigation and fertigation systems.</li> <li>• The Company's products combine more than 35 years of hands-on-manufacturing experience with strong product development, innovation and R&amp;D.</li> <li>• The Company recently announced a revolutionary line of connected smart irrigation controllers, bringing the Internet of Things into modern world of irrigation.</li> <li>• "SMM" smart irrigation controllers transforming traditional irrigation solutions to the Internet of Things, enabling monitoring and control of water usage, proven to save 30% and more on water costs.</li> <li>• "SMM" is well positioned to develop growth engines which enable penetration to the smart city waterworks market.</li> </ul>
Category of turnover	EUR 10 to 15 mio.
#employees (heads)	
Category of price	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project SMM
Contact	Oz Israeli +972 (0)3 637 4391 (Tel) +972 (0)3 638 2511 (Fax) ozi@bdo.co.il

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

## Agriculture, Forestry, and Fishing Sellside



<b>Region</b>	Argentina
<b>Industrial sector</b>	Agriculture production livestock and animal specialties
<b>Title</b>	Fertile Eggs and BB chicks producer its selling its company
<b>Short description</b>	<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 feeding facility for self-supply, providing 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>
<b>Category of turnover</b>	US\$ 20 to US\$ 30 mio.
<b># employees (heads)</b>	201 - 500
<b>Category of price</b>	US\$ 60 million.
<b>Reference</b>	BB Chicks Project
<b>Contact</b>	<p>Fernando Garabato, +54 11 4106 7000 ext. 626 fgarabato@bdoargentina.com</p> <p>Paula Kritz +54 11 4106 7000 ext. 630 pkritz@bdoargentina.com</p>

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

## Airport Shuttle and Charter Services Provider Sellside



<b>Region</b>	Canada
<b>Industrial sector</b>	Bus Charter Service
<b>Title</b>	Airport shuttle and charter services provider in the Pacific Northwest
<b>Short description</b>	<p>Project Sunshine is a group of bus shuttle and charter companies operating in Northwest Canada and the US.</p> <p>The group maintains a strong market position, with exclusive customer contracts, and strong relationships with travel companies and ski tourism destinations in the region. Through three operating bus lines, the group offers chartered and scheduled bus runs with a fleet that can service up to 50 passengers.</p>
<b>Category of turnover</b>	CAD \$15 to \$20 million
<b># employees (heads)</b>	101 to 200
<b>Category of price</b>	-
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project Sunshine
<b>Contact</b>	Adam Mallon Director +1 780 643 6192 amallon@bdo.ca

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

## Anhydrous Ammonia Distributor Sellside



Region	Argentina
Industrial sector	D-28-Chemicals and Allied Products
Title	Anhydrous ammonia distribution company
Short description	<p>“NH3” specializes in the anhydrous ammonia distribution and has over 30 year of experience.</p> <p>The company specializes in the distribution of anhydrous ammonia in bulk and in cylinders. They also manufacture ammonia solution that is also distributed by the company.</p> <p>They have an strategic location near to its main provider production facility. They also have a long term relationship with the supplier which derives in competitive advantages related to the level of stocks, prices, discounts and terms of payment. The company has its own float of vehicles.</p> <p>The market is very concentrated and is reduced to a few competitors.</p> <p>Price of sale and the cost of raw materials are denominated in US\$.</p>
Category of turnover	Between USD 1.500.000 and USD 2.000.000
# employees (heads)	12
Category of price	100% deal: Price range between USD 5 - USD 10 million.
Reference	“NH3”
Contact	<p>Fernando Garabato +54 11 4106 7000 ext. 626 fgarabato@bdoargentina.com</p> <p>Paula Kritz +54 11 4106 7000 ext. 630 pkritz@bdoargentina.com</p>

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

## Animal aquaculture Sell Side



Region	Global
Industrial sector	Animal aquaculture - offshore
Title	Company focused in the development and fattening of oysters
Short description	<ul style="list-style-type: none"> <li>• The Company has a valid operating licence for the production of bivalve molluscs.</li> <li>• This license allows the production of: Oyster, Clam, Mussels, and Scallop.</li> <li>• Nowadays the Company is focused in the development and fattening of oysters, especially the genus "crassostrea Gigas", under extensive production regime.</li> <li>• The total production area is 64 hectares in offshore, located in the southeast of Portugal.</li> <li>• Total area of production - 64 hectares The production unit is <b>supported by two dedicated vessels</b>, equipped to do all the work of washing, sifting and weighing the oysters on the open sea.</li> <li>• Oyster <b>fattening cycles are 8 months</b>, from the insertion of juveniles into the fattening unit (juveniles between 10 and 20 grams per unit or 1/2 growing cycle), until they are harvested, with about 75/85 grams per unit.</li> <li>• The entire production is exported mainly to the French market.</li> <li>• Capability to produce oysters in 8 months, compared to 24/30 months in France, due to: <ul style="list-style-type: none"> <li>○ Better water quality;</li> <li>○ Offshore production allows oysters to constantly feed themselves;</li> <li>○ Most ideal water temperature and ocean currents.</li> </ul> </li> </ul>
Category of turnover	-
# employees	11 to 20
Category of price	EUR 2 bis 5 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management      X Both
Reference	Project OYSTER
Contact	Cristina Sousa Dias +351 937 997 009 cristina.dias@bdo.pt

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

## Canvas and Related Products Sellside



<b>Region</b>	Canada
<b>Industrial sector</b>	Canvas and Related Products
<b>Title</b>	Manufacturer and distributor of niche shading applications for recreational vehicles
<b>Short description</b>	<p>Project Eclipse is a manufacturer and distributor of specialty shading for the transportation industry. They are involved in the development, manufacturing, and distribution of shading products for the coach, transit bus, motor home, and rail industries. It also serves the boat, truck, construction, and agricultural equipment markets.</p> <p>The company predominately serves the North American market with significant opportunities in Central and South America, as well as Europe and China.</p> <p>They aim to provide high-quality service to decision makers at companies such as Caterpillar, CNH, and Volvo. It achieves this by identifying markets where its products will be accepted, focusing research and development on areas of opportunity, and constantly training its customer service staff and field representatives. The company operates facilities in Canada and in China.</p>
<b>Category of turnover</b>	CAD \$10 to \$15 million
<b># employees (heads)</b>	N.A.
<b>Category of price</b>	CAD \$5 to \$10 million
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project Eclipse
<b>Contact</b>	Ryan Farkas Managing Director +1 416 775 7804 rfarkas@bdo.ca

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

## Depository institution Sellside



<b>Region</b>	Argentina
<b>Industrial sector</b>	Regional Bank
<b>Title</b>	Regional bank for sale
<b>Short description</b>	<p>NW Bank is a local private bank with more than 40 years of experience.</p> <p>The Bank is located in a province in the north west region of Argentina.</p> <p>The Bank has a total of 6,832 saving accounts and more than 300 checking accounts with more than 100 companies paying wages to their employees through the Bank. NW Bank has a 19 ATMs network.</p> <p>The funding strategy is based 100% in deposits and earnings re-investment.</p> <p>NW Bank has non operating assets for near US\$ 8 million.</p>
<b>Category of turnover</b>	USD 5 - 10 mio.
<b># employees (heads)</b>	Approximately 120.
<b>Category of price</b>	Between USD 15 - 50 mio. for 100% deal.
<b>Reference</b>	"NW Bank"
<b>Contact</b>	<p>Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com</p> <p>Miguel Farah +54 11 4106 7000 ext. 339 mfarah@bdoargentina.com</p>

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

## Enterprise Resource Planning Provider Sell Side Transaction



<b>Region</b>	Canada
<b>Industrial sector</b>	5734 - Computer and Computer Software Stores
<b>Title</b>	Enterprise resource planning provider for the oil and gas services industry
<b>Short description</b>	<p>The Company provides business management software tailored to oil and gas service providers. The Company's offerings improve a wide array of operational and financial functions critical to their customers' success.</p> <p>In addition to providing an ERP platform, the Company offers mobile applications which are used in conjunction with the ERP system. The end-to-end communication between the smartphone and tablet applications provide significant synergies, linking the day-to-day operational tasks and the back office functionality of the ERP system. The communication between the two segments provides increased accessibility and manageability allowing their customers to run their business with accurate and timely information.</p>
<b>Category of turnover</b>	\$2M to \$5M CAD
<b># employees (heads)</b>	21 to 50 employees
<b>Category of price</b>	\$2M to \$5M CAD
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project Discovery
<b>Contact</b>	Adam Mallon Director +1 780 643 6192 amallon@bdo.ca



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

## Fabricated Metal Products Sellside



Region	Canada
Industrial sector	Fabricated Metal Products
Title	Manufacturer of metal components and parts
Short description	<p>Project Imperial is a full service component part supplier to global OEMs, operating in the construction, material handling, defense and power transmission industries for over 20 years.</p> <p>The company's objective is to continue its growth and development as a global component part supplier for its valued customers. This is demonstrated through the continued growth in equipment, manpower and processing capability of its Chinese facility. This facility is now supplying component parts to North American, European and Asian subsidiaries of the company's Global OEM customers.</p> <p>Project Imperial has over 40 CNC machines operating on two shifts in Canada and another 60 CNC machines in China. Between the two plants, the company has 125,000ft<sup>2</sup> (11,613m<sup>2</sup>) of manufacturing floor space featuring a wide range of precision equipment to process their customers milling and turning requirements.</p> <p>The company places a significant emphasis on quality and prides itself on the Quality Assurance System it has put in place. Project Imperial is certified for both ISO 9001:2008 and ISO 14001:2004.</p>
Category of turnover	CAD \$20 to \$50 million
# employees (heads)	51 to 100
Category of price	CAD \$15 to \$50 million
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Imperial
Contact	Suni Sharma Director +1 416 865 0210 ssharma@bdo.ca

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

## Finance, Insurance, And Real Estate Sellside



<b>Region</b>	Argentina
<b>Industrial sector</b>	H-64-Insurance Agents, Brokers, And Service
<b>Title</b>	Life Project
<b>Short description</b>	<p>“Life“ is a local insurance company with more than 48 years of experience in the market.</p> <p>The company is leader in the patrimonial insurance group life, and has presence in 11 provinces, with 51 own agencies and a vast net of representatives.</p> <p>However, the company offers a wide range of services including life insurance, car insurance, home insurance, commerce insurance, among others.</p>
<b>Category of turnover</b>	Between USD 1.500.000 and USD 2.000.000
<b># employees (heads)</b>	12
<b>Category of price</b>	Majority stake deal: Price US\$ 150 million.
<b>Reference</b>	“DC“
<b>Contact</b>	<p>Fernando Garabato +54 11 4106 7000 ext. 626 fgarabato@bdoargentina.com</p> <p>Paula Kritz +54 11 4106 7000 ext. 630 pkritz@bdoargentina.com</p>

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

## Heavy Construction Equipment Rental and Leasing SIC-7353 Sellside - Exclusive - Mandate



Region	Chile
Industrial sector	Heavy Construction Equipment Rental and Leasing SIC-7353
Title	CRANE
Short description	
Category of turnover	USD 10 to 20 million
# employees (heads)	150+
Category of price	USD 15 to 25 million
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Crane Project
Contact	Stephen Crozier, +56 2 2729 5018, scrozier@bdo.cl

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

## Insurance Software Consulting Company Sellside



<b>Region</b>	Argentina
<b>Industrial sector</b>	I-73-Business Services - Software
<b>Title</b>	Software Consulting Company specialized in Insurance sector
<b>Short description</b>	<p>“CS Systems“ specializes in outsourcing software development oriented to Internet technologies, database and development tools for the Insurance industry, with high expertise on Oracle products.</p> <p>The main services offered by CS Systems are: outsourcing software development, development of turnkey projects, process consulting, training in new technologies, and body shopping.</p> <p>The company’s main clients are among the top ten insurances companies in Argentina.</p>
<b>Category of turnover</b>	Between USD 1.500.000 and USD 2.000.000
<b># employees (heads)</b>	50
<b>Category of price</b>	100% deal: Price range between USD 1 - USD 2 million.
<b>Reference</b>	“CS Systems“
<b>Contact</b>	<p>Fernando Garabato +54 11 4106 7000 ext. 626 fgarabato@bdoargentina.com</p> <p>Miguel Farah +54 11 4106 7000 ext. 339 mfarah@bdoargentina.com</p>

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

## IT - Agriculture & Defense Investment



Region	Global
Industrial sector	IT - Software and Hardware
Title	Start-up that develops <i>in situ</i> and autonomous IoT devices for the agriculture and defence sectors.
Short description	<ul style="list-style-type: none"> <li>MOTO is a start-up founded in 2015 that develops <i>in situ</i> and autonomous IoT devices (platform) to support decision making in the agriculture and defence sectors.</li> <li>The platform is a support solution that enables various possibilities to improve existing information models and the creation of knowledge, not available today.</li> <li>MOTO has the property of a pending patent for the sensor switch system that is the main innovation of the platform.</li> <li>The platform is comprised of two main components: <ul style="list-style-type: none"> <li><u>Hardware</u> - portable and autonomous network of bespoke IoT devices that collect data, in real time (air temperature and humidity, soil moisture, ambient light, irradiance, UV, vibration, motion, image, audio, etc.) and do not require power cables or 3rd party communications infrastructure.</li> <li><u>Software</u> - data processing/modelling engine in the cloud which stores and runs the collected data against proprietary machine learning algorithms to support decision making. Allows users to check live and historical conditions, correlate different data sources, replay events and conditions and receive recommendations and alerts from predictive and statistical models.</li> </ul> </li> <li>For the <u>agriculture/forestry sector</u> - the solution monitors, in situ, many important parameters of crops, plants, soil and weather.</li> <li>For the <u>defence sector</u> - enable dismounted soldiers to swiftly collect information from any location to improve their autonomy, situational awareness and survivability.</li> <li>Current projects in force: <ul style="list-style-type: none"> <li><u>Sell of the platform</u> to one of major eucalyptus pulp producer in Europe.</li> <li><u>Development of predictive models</u> to anticipate fruiting times and assist management decisions to UK's leading berry and stone fruit producer;</li> <li><u>Joint research project</u> funded by the Portuguese Army.</li> </ul> </li> <li>MOTO is <u>seeking for an operational/financial investor for the next investment round</u> (£1,1 M), which includes: brand development; build team; product R&amp;D and manufacturing.</li> </ul>
Category of price	EUR 500'000 bis 2 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management      X both
Reference	Project SENSOR
Contact	Cristina Sousa Dias +351 937 997 009 cristina.dias@bdo.pt

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

## Pipeline and Facility Construction Company Sellside



Region	Canada	
Industrial sector	Oil and Gas Pipeline and Related Structures Construction	
Title	Pipeline and Facility Welding Company with specialization in the Oil and Gas Sector	
Short description	A Canadian owned leader in the oilfield construction industry, with over 15 years of oilfield welding service experience, headquartered in Coronation, Alberta, Canada.  The main services being offered currently are: full service pipelining, reclamation/cleaning and facility expansion/construction/restoration.	
Category of turnover	CAD \$7m - \$8m	
# employees (heads)	21 to 50	
Category of price	-	
Reference	Project Sirloin	
Contact	Adam Mallon +1 780 461 8000 AMallon@bdo.ca	Ethan Dewick +1 (647) 457 9049 edewick@bdo.ca

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

## Student Housing Operator Investment



<b>Region</b>	Global
<b>Industrial sector</b>	Rooming and Boarding Houses
<b>Title</b>	A student housing operator is looking for a co-investor for a project in Porto (north Portugal), ~350 student beds.
<b>Short description</b>	<ul style="list-style-type: none"> <li>• Our client is a student housing operator, currently running more than 1,800 beds, with a strong ambition to expand in Europe.</li> <li>• Its premium all-in-student housing apartments create a unique home base for smart, international student-communities at the highest quality. The concept is not only an operating concept, but lifestyle.</li> <li>• The Company has already a operating project in Portugal. Strongly believing in the Portuguese market, has been looking for new investments.</li> </ul> <p><b>Project's Overview</b></p> <ul style="list-style-type: none"> <li>• Currently the Promoter is looking for a co-investor for a project In Porto, ~350 student beds adjacent to the underground station Hospital São João.</li> <li>• The facilities will be built by a PropCo and run by an OpCo.</li> <li>• The co-investor will participate in the PropCo, company that will receive a rent from the PropCo according to the lease agreement.</li> <li>• Concept: Building a student residence using the internationally proven Promoter's Operations-concept.</li> </ul> <p><b>Key Figures</b></p> <ul style="list-style-type: none"> <li>• Investment: 23.5 mln€, thereof ~5.0 mln€ land costs (Co-investor: 6.4 mln€)</li> <li>• Location: ~ 450 meters to next underground station, within the Campus II; in a catchment area of 35,000 students, in a city with ~56,000 students</li> <li>• Total beds (amount) # 350</li> <li>• Monthly rent for student/bed: gross 635€ / net 599€</li> <li>• Net Monthly lease price per bed for OpCo 367 €</li> <li>• Total Parking lots (amount) # 160</li> <li>• Monthly rent per parking lot: gross 85 € / net 80 €</li> <li>• Net Monthly lease price per parking space 60 €</li> <li>• Sources of Financing PropCo: <ul style="list-style-type: none"> <li>○ Promoter - 3%</li> <li>○ Co-Investor - 27%</li> <li>○ Senior Loan - 70%</li> <li>○ Equity return for Co-investor</li> <li>○ Possible exit in 2022</li> <li>○ IRR: 15.72%</li> </ul> </li> </ul>
<b>Category of price</b>	EUR 5 bis 10 mio.
<b>Engagement</b>	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
<b>Reference</b>	Project ACADEMICO
<b>Contact</b>	Cristina Sousa Dias - +351 937 997 009 - cristina.dias@bdo.pt

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

## Textile Premium Brand License Sell Side



<b>Region</b>	Argentina
<b>Industrial sector</b>	Retail - Apparel And Accessory Stores
<b>Title</b>	Top Premium Brand
<b>Short description</b>	<p>Top Brand Clothes is an Argentinean company that manufactures casual apparel. The headquarters is located in Buenos Aires with sales with 70 distributors and 4 own shops.</p> <p>They want to transfer all the operation (stocks, designs, employees, shops, clients) retaining the mark.</p> <p>They propose Increasing royalties from year one to three, 8 to 10% for wholesale sales and 6 to 8% for retail sales.</p>
<b>Category of turnover</b>	US\$ 6 - 8 mio.
<b># employees (heads)</b>	31
<b>Category of price</b>	Between US\$ 2 - 3 MM
<b>Reference</b>	Top Brand Clothes
<b>Contact</b>	<p>Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com</p> <p>Miguel Farah +54 11 4106 7000 ext. 339 mfarah@bdoargentina.com</p>



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

## World's first stationless e-bike sharing solution Sellside



<b>Region</b>	Global
<b>Industrial sector</b>	Transportation Services
<b>Title</b>	World's first stationless e-bike sharing solution
<b>Short description</b>	<p>We have the mandate to look for a new main sponsor for the world's first station-less e-bike sharing solution.</p> <p>Our client is providing the missing element of urban mobility for the so-called first &amp; last mile with the world's first stationless system solution with fast (45km/h) e-bikes. It offers the most efficient, fast and convenient solution for short distance transportation of commuters and every-day travelers in cities. During the past two years, the group of experienced and highly motivated entrepreneurs has proven both consumer (B2C) and professional (B2B) business models as well as the technical solution. The client is ready to further exploit growth potentials within its origin country and abroad.</p> <p>The growth of the customer base is impressive with over 10'000 registered users in just over 5 months. The feedback from customers is extraordinary (return rate &gt;80%, NPS 63). The steadily growing and exceptionally loyal customer base clearly prefers the solution over traditional, non-powered bicycle sharing solutions. Speed, range, and customer usage data proves that the introduced solution is an effective urban alternative to taxi, car, or public transport. The superior quality of the high-powered e-bikes guarantees effortless and convenient rides - even uphill. The utilization rate (daily trips per e-bike) is already higher than best-of-class, non-electric alternatives in other cities.</p> <p>The provided infrastructure consists of a Fleet Management System optimized for a stationless e-bike solution and a user-focused iOS and Android apps. The service was launched commercially in April 2017 with a since growing fleet of currently 250 e-bikes, fully owned by the client. The operations team has developed and validated efficient processes to maintain, repair and manage the distribution of the e-bike fleet. Intelligent algorithms and processes using „bonus zones“ incentivizes customers and, in future, affiliated work groups (crowd) to reposition and charge the e-bikes, significantly reducing operating costs. Unlike traditional bike sharing providers preliminary known from China, the solution is not dependent on extreme numbers of bikes (flooding).</p> <p><b>KEY POINTS FOR THE INVESTOR</b></p> <ul style="list-style-type: none"> <li>• Disruptive urban mobility solution with market-proven B2C and B2B business models</li> <li>• First mover in a tremendously fast growing global market</li> <li>• Intelligent algorithms and processes and the app-based infrastructure allow for high scalability</li> <li>• Superb customer satisfaction; highly praised by national media and authorities</li> </ul>
<b>Category of turnover</b>	n.a.
<b># employees (heads)</b>	n.a.
<b>Category of price</b>	n.a.
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Project RIDER
<b>Contact</b>	David Dahinden - +41 41 368 12 14 - david.dahinden@bdo.ch

## BUY MANDATES - PARTICIPATIONS - INVESTMENTS



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

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

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



Region	Schweiz, Deutschland, Österreich, Frankreich (nähere Umgebung zur Schweiz)				
Branche	Agrar, Landwirtschaft, Nahrungsmittel				
Titel	Unternehmensgruppe sucht langfristiges finanzielles Engagement zwecks Expansion				
Kurz- beschreibung	<p>Eine expandierende Unternehmensgruppe mit fundierten Kenntnissen im Agrarbereich sucht Unternehmungen zur finanziellen Beteiligung im Agrar-, Landwirtschafts- und Nahrungsmittelsektor. Der renommierte Nahrungsmittelveredler steht für einheimische Qualität und hat seine Kernkompetenzen insbesondere in der Verarbeitung von Früchten und Gemüse.</p> <p>Die gesuchten Unternehmungen entsprechen folgendem Profil:</p> <ul style="list-style-type: none"> <li>• Handel und/oder Veredelung, Konservierung von Agrar-Rohstoffen, Nahrungsmitteln</li> <li>• Tätigkeitsbereich in der Schnittstelle zwischen Produktion und Endverarbeitung</li> </ul>				
Umsatz- kategorie	Ab CHF 10.0 Mio. bis CHF 50.0 Mio.				
# Mitarbeiter (Köpfe)	n.a.				
Preis- kategorie	n.a.				
Erwartetes Engagement	<input checked="" type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input type="checkbox"/> beides
Referenz	Projekt Wachstum				
Kontakt	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch				

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

<b>Baubranche (Spezial Bauzulieferer)</b> <b>Buy-Side</b> 	
<b>Region</b>	Deutschland, DACH
<b>Industrial sector</b>	Baunaher Bereich
<b>Title</b>	Bau - Spezialzulieferer - open for acquisitions
<b>Short description</b>	<p>Die Gesellschaft ist eine deutsche, börsennotierte Industrieholding mit dem Branchenfokus "Bau". Die derzeit zehn Tochterunternehmen aus der Bauzulieferindustrie zeichnen sich durch eine exzellente Marktstellung in ihren jeweiligen Nischenmärkten aus. Im Bereich Türfüllungen ist man in Deutschland Marktführer und im Bereich Strukturmatrizen für Sichtbetonflächen sogar Weltmarktführer.</p> <p>Gesucht werden mittelständische Unternehmen</p> <ul style="list-style-type: none"> <li>• im baunahen Bereich</li> <li>• in attraktiven Marktnischen</li> <li>• Schwerpunkt Produktionsunternehmen</li> <li>• Übernahme der Mehrheit, idealerweise 100%</li> <li>• auch Sondersituationen</li> </ul>
<b>Category of turnover</b>	Umsatz bis EUR 50 Mio., Minimum EUR 5 Mio.
<b># employees (heads)</b>	offen
<b>Category of price</b>	Von EUR 5 Mio. bis EUR 30 Mio.
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Spezial Bauzulieferer
<b>Contact</b>	Axel Maack +49 211 1371-405 axel.maack@bdo.de

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

## Baubranche / Baunebenbranche Kaufgesuche - Beteiligungen - Investment



Region	Deutschschweiz				
Branche	Baubranche / Baunebenbranche				
Titel	Renommiertes Planungsbüro (Hoch- & Tiefbau) sucht Expansionsmöglichkeiten in der Bau- und Baunebenbranche				
Kurz- beschreibung	<p>Das Planungsbüro (Hoch- &amp; Tiefbau) ist in den Bereichen Strassen-, Bahn-, Spezialtiefbau, Tunnelbau sowie Hochbau, Gebäudetechnik und Immobilienentwicklung tätig. Für den Ausbau der Geschäftstätigkeit bzw. zu deren Ergänzung sucht unser Kunde Unternehmungen zur Übernahme in den nachfolgenden Geschäftsbereichen:</p> <ul style="list-style-type: none"> <li>• Heizung Lüftung Klima Sanitär</li> <li>• Tiefbau mit Schwerpunkt Nationalstrassenbau</li> <li>• Bahnbau</li> </ul>				
Umsatz- kategorie	> 1.0 Mio. CHF				
# Mitarbeiter (Köpfe)	> 10 MA				
Preis- kategorie	offen				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Ingenieurbüro & Haustechnikbüro				
Kontakt	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch				

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

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



Region	Deutschschweiz: AG, ZG, LU, ZH (Limmattal, Knonauer-Amt)					
Branche	Dienstleistung, Handel, Produktion, gewerbliche Industrie, Konsumgüter					
Titel	Unternehmung zwecks Übernahme gesucht					
Kurz- beschreibung	Unternehmerische Persönlichkeit aus dem Aargau sucht eine Gelegenheit zur Firmenübernahme (bspw. im Rahmen einer Nachfolgelösung) mit der Absicht eines langfristigen Engagements.					
Umsatz- kategorie	Offen					
# Mitarbeiter (Köpfe)	Bis 50					
Preis- kategorie	Bis CHF 2 Mio.					
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/>	beides
Referenz	Projekt Unternehmensnachfolge					
Kontakt	Roger Küng +41 62 834 92 32 roger.kueng@bdo.ch					

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

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



<b>Region</b>	Schweiz - Deutschschweiz - Wirtschaftsraum Zürich West - Aargau - Olten - Basel				
<b>Branche</b>	Dienstleistung, Handel - Produktion Konsumgüter				
<b>Titel</b>	Unternehmertum als neue Herausforderung				
<b>Kurz- beschreibung</b>	Ich bin eine unternehmerisch denkende und handelnde Persönlichkeit mit Führungserfahrung im Marketing und Verkauf im Handel. In den vergangenen 15 Jahren konnte ich als Mitinhaber einer erfolgreichen KMU in der Dienstleistungsbranche grosse Erfahrung sammeln. Diese Erfahrungen möchte ich in eine neue Herausforderung in einer KMU einbringen und investieren. Deshalb suche ich zur Übernahme und zur operativen Unternehmensführung eine neue Herausforderung in der Form eines Unternehmenskaufs.				
<b>Umsatz- kategorie</b>	Offen				
<b># Mitarbeiter (Köpfe)</b>	Offen				
<b>Preis- kategorie</b>	CHF 2 - 5 Mio.				
<b>Erwartetes Engagement</b>	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	X beides
<b>Referenz</b>	New Challenge				
<b>Kontakt</b>	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch				

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

## Energieversorgung / erneuerbare Energien Kaufgesuch



Region	Deutschschweiz, Süddeutschland				
Branche	Dezentrale Energieversorgung / erneuerbare Energien				
Titel	YELLOW LINE				
Kurz- beschreibung	<p>Bei unserem Kunden handelt es sich um einen in seinem Marktgebiet führenden Energiedienstleister, der traditionelle Werte verkörpert und sich mit innovativen und nachhaltigen Produkten und Dienstleistungen für die Zukunft rüstet. Unser Kunde beabsichtigt im Rahmen der Wachstumsstrategie seine derzeitigen Geschäftsaktivitäten in den Bereichen dezentrale Energieversorgung und Energiedienstleistungen auszubauen.</p> <p>Unser Kunde investiert stark in die dezentrale Energieversorgung mit erneuerbaren Energien im Bereich Wärme, Kälte und Strom. Dies erfolgt mit verschiedenen Technologien, seien es Energieverbünde, Wärmepumpen, Photovoltaikanlagen, Windenergie oder intelligente kombinierte Lösungen für Objekt und Arealversorgungen.</p> <p>Im Geschäftsfeld der Energiedienstleistungen baut unser Kunde sein Angebot laufend aus und bedient Private, Unternehmen und Gemeinden mit verschiedenen Produkten und Dienstleistungen. Dank umfassendem Know-how werden optimale Lösungen zur effizienten Nutzung von Energie angeboten.</p> <p>Mittels Firmenübernahmen will unser Kunde anorganisch wachsen. Start-Up's oder start-up ähnliche Firmen sind nicht von Interesse.</p>				
Umsatz- kategorie	CHF 5-20 Mio.				
# Mitarbeiter (Köpfe)	10-30 Mitarbeiter				
Preis- kategorie					
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt YELLOW LINE				
Kontakt	Marek Franke +41 41 368 12 55 marek.franke@bdo.ch				



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

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



Region	Deutschschweiz, Deutschland				
Branche	Herstellung von Mess-, Analyse- & Kontrollinstrumenten, Herstellung von elektronischen Komponenten ohne Computer				
Titel	MBI oder Nachfolge - Kaufgesuch für Technologie KMU				
Kurzbeschreibung	Erfahrener Manager sucht MBI Gelegenheit für eine KMU, die technologisch anspruchsvolle Produkte der Mess- und Regeltechnik, elektronische oder optische Komponenten für Pharma, Chemie, F&B und andere B2B Branchen anbietet und Wachstumspotential durch Internationalisierung oder Ausweitung der Produktpalette hat. Gerne auch Nachfolge eines Unternehmers.				
Umsatzkategorie	CHF 5-20 Mio				
# Mitarbeiter (Köpfe)	20-100 MA				
Preiskategorie	CHF ca. 5-15 Mio				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Managementkapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt TechCo				
Kontakt	Marcel Jans +41 44 444 37 55 marcel.jans@bdo.ch				

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

<b>Holzbau</b> <b>Firmenübernahme</b> 	
<b>Region</b>	Schweiz
<b>Branche</b>	Holzbau
<b>Titel</b>	Holzbauer / Zimmerei zur Übernahme oder für eine strategische Partnerschaft gesucht
<b>Kurz- beschreibung</b>	<p>Ein gesundes Schweizer Traditionsunternehmen sucht zur geografischen Erweiterung bzw. zur Ergänzung der aktuellen Geschäftsfelder ein weiteres Standbein im Bereich des Holzbaus. Dies kann durch strategische Partnerschaften oder durch Nachfolgelösungen sein.</p> <p>Wir stellen uns kleinere und mittlere Zimmereien und Holzbauer bis ca. 30 Mitarbeitende vor, die über ein eingespieltes und motiviertes Akquisitions-, Planungs- und Montagepersonal verfügen, aber ungenügende Produktionsmittel haben.</p> <p>Die gesuchten Unternehmen wollen in ihren Märkten wachsen. Speziell im mehrgeschossigen Holz- und Wohnungsbau. Wir wollen Sie von und mit unserem Standort unterstützen. Mit unseren Tools, Marketing, Know-How und Produktionsmitteln.</p> <p>Mit fundiertem Know-How in den Bereichen Planung / Projektierung, Verarbeitung und Konstruktion übergeben Sie Ihre Unternehmung in fachkundige Hände. Dank unserer breit aufgestellten Unternehmung im Bereich Holzbau kann auch Ihre Unternehmung von den Synergien profitieren und langfristig am Markt erfolgreich bleiben.</p>
<b>Umsatz- kategorie</b>	Offen
<b># Mitarbeiter (Köpfe)</b>	Bis ca. 30
<b>Preis- kategorie</b>	Offen
<b>Erwartetes Engagement</b>	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
<b>Referenz</b>	Projekt Holzsystembau
<b>Kontakt</b>	Roger Küng +41 62 834 92 32 roger.kueng@bdo.ch

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

## Liegenschaftenverwaltung Kaufgesuch - Beteiligung - Investment



Region	Schweiz - Kanton und Stadt Zürich				
Branche	Immobilien				
Titel	Verwaltung von Immobilien: Portfolioerweiterung				
Kurz- beschreibung	Zukauf einer Unternehmung - oder einem Portfolio von Verwaltungsmandaten - im Bereich der Immobilienbewirtschaftung mit Schwergewicht Mietliegenschaften (sowohl Gewerbe- als auch Wohnliegenschaften)				
Umsatz- kategorie	CHF 0.5 -5.0 Mio.				
# Mitarbeiter (Köpfe)					
Preiskategorie/ (Preisvorstel- lung)	Marktpreis				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz					
Kontakt	Marcel Jans +41 44 444 75 55 marcel.jans@bdo.ch				

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

## Service / Unterhalt Raumklimasysteme Kaufgesuch



Region	Schweiz				
Branche	Service/Unterhalt Raumklimasysteme				
Titel	Projekt BLUE POWER				
Kurz- beschreibung	Unser Kunde beabsichtigt im Rahmen der Wachstumsstrategie seine derzeitigen Geschäftsaktivitäten auszubauen. Insbesondere umfasst dies den <b>Handel, Vertrieb, Service und Unterhalt von Raumklimasystemen, Warmwassersystemen und Systemen des dezentralen Energiemanagements</b> (z.B. Wärmeerzeugung, Heizkessel, Wärmepumpen, Wärmeverteilung). Installationsfirmen liegen nicht im Suchfokus.				
Umsatz- kategorie	CHF 0.2 -10.0 Mio.				
# Mitarbeiter (Köpfe)					
Preiskategorie/ (Preisvorstel- lung)					
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz					
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SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUY MANDATES-PARTICIPATIONS-INVESTMENTS		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Tierarzt Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz
Branche	Veterinär - Medizinal-Branche - Tierarztpraxis
Titel	Praxisfläche im Stockwerkeigentum
Kurz- beschreibung	<p><b>Moderne Tierarztpraxis mit Röntgenraum</b></p> <ul style="list-style-type: none"> <li>- Tierarztpraxis in Bettingen</li> <li>- 6 Räume</li> <li>- Röntgenraum mit bewilligtem Strahlenschutz</li> <li>- 145 m2 Praxisfläche an zentraler Lage</li> <li>- Einstellhallenplatz mit direktem Zugang zur Praxis</li> <li>- Zwei Kundenparkplätze vor der Liegenschaft</li> <li>- Hell, modern und einladend</li> <li>- Baujahr 1997</li> </ul>
Umsatz- kategorie	CHF 500'000 bis 1'000'000 Mio.
# Mitarbeiter (Köpfe)	< 10
Preis- kategorie	bis CHF 600'000
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Management-Kapazität <input checked="" type="checkbox"/> beides
Referenz	Tierarztpraxis in Bettingen
Kontakt	Michael Benes +41-61-317 37 70 michael.benes@bdo.ch

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

## Chemical Buyside



<b>Region</b>	Netherlands
<b>Industrial sector</b>	Chemicals and Allied Products
<b>Title</b>	Project Chemical
<b>Short description</b>	<p>The Group is a Dutch multinational group, that develops and produces chemicals for the manufacturing and finishing process of leather, used by well-known brands of furniture, cars, shoes, clothes and bags. Thanks to its sales network it supplies to over 70 countries worldwide.</p> <p>The Group business consists of three separately operating business units: Wet-End, Finishing and Functional Oils.</p> <p>In particular, the Italian subsidiary is specialized in the development and production of high quality pigments and finishing chemicals for leather processing. The Italian subsidiary became part of the Group in 2008, when the Group took over the activities of an historical Italian chemical company, operating in leather finishing. With its own sales network and branded products, the Italian subsidiary reaches all continents, allowing to establish itself as an important player in the field of chemical products for leather finishing.</p> <p>The mains products of the Italian subsidiary are feeling agent, binders, oils &amp; waxes, compound, lacquers, pigments-dyes, resins, specials, stuccos and top coats.</p> <p>In line with the consolidation of the sector and its growth goals, the Group is pursuing an acquisition strategy consistent with its organic growth.</p> <p>Therefore, the Group is currently scouting, through BDO, Italy and U.S. markets and it is open to consider other opportunities abroad.</p>
<b>Category of turnover</b>	The net sales 2016 reached approx. € 110m with an Ebitda of about € 10m .
<b># employees (heads)</b>	200
<b>Category of price</b>	n.a.
<b>Engagement</b>	<input type="checkbox"/> just financial <input checked="" type="checkbox"/> just management <input type="checkbox"/> both
<b>Reference</b>	Project Chemical
<b>Contact</b>	Giorgio Beretta, +39 335 8031777 giorgio.beretta@bdo.it

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

## Data Centre Investment



Region	Europe
Industrial sector	7374
Title	Data Centre investment opportunity
Short description	<p>Our Client is developing a revolutionary and very promising network of regional data centres spread across Western-Europe in (technical) university cities with High-Tech or Innovation Campuses such as Eindhoven (first Data center currently being developed) Aachen and Leuven. The network is distinguished by its focus on facilitating data centre services specifically for third parties. The company has developed a high-quality and energy-efficient Data Centre concept, for which recently a long-term Dutch patent has been obtained.</p> <p>The funding requested is € 30 million (total needed funds for this 'phase 1' of minimum 5 Data Centres, is € 75 million, € 45 million is already secured). Although there is a preference to place the entire € 30 million with one investor, newly invited shareholders/investor(s) are asked to participate with a minimum share of € 5 million.</p> <p>The data centre market in the Benelux and Germany is growing rapidly and expected to do so as well further in Europe. Our client's business approach ensures that they are able to respond rapidly to market developments and needs in the target regions.</p> <p><b>Investment opportunity (for this phase 1):</b></p> <ul style="list-style-type: none"> <li>• Total funding needed: € 30 million (€ 45 million already acquired).</li> <li>• The company has already received a first investor commitment for up to 50% of the funding per location, and this for multiple locations;</li> <li>• Newly invited shareholder(s)/investor(s), are offered to participate for up to € 30 million;</li> <li>• Participation can be in all locations (participation in the holding), but can also be by individual location (per company);</li> </ul> <p><b>Key figures / exit strategy:</b></p> <ul style="list-style-type: none"> <li>• Expected turnover per Data Centre: EUR 6 million (EBITDA: 50%)</li> <li>• A known and reputable international investor has already indicated not wanting to participate in the start / phase 1, but they are strongly interested in investing in the further European roll-out of the network of regional data centres, which is phase 2</li> <li>• The envisaged exit strategy is to sell the network around 2025</li> </ul>
Category of turnover	Expected turnover per Data Centre: EUR 6 million (EBITDA: 50%)
# employees (heads)	
Category of price	Newly invited shareholders/investor(s) are asked to participate with a minimum share of € 5 million.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Data Centre
Contact	Joost Coopmans, joost.coopmans@bdo.nl, +31 (0)6 5142 8181

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



## Sealing Systems - EPDM & thermosplastic Buyside





<b>Region</b>	Continental Europe
<b>Industrial sector</b>	Rubber and miscellaneous plastics products
<b>Title</b>	Global supplier of sealing systems looking for acquisitions
<b>Short description</b>	The company is a global supplier of sealing systems to the door and window industries. It is specifically looking to extend its footprint in Northern and Continental Europe. It is looking for companies manufacturing EPDM or thermoplastic sealings for the door and window industries. It will also consider companies which manufacture sealings for other industries as well as the door and window industries.
<b>Category of turnover</b>	From EUR 10m up to EUR 100m
<b># employees (heads)</b>	n.a.
<b>Category of price</b>	n.a.
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
<b>Reference</b>	Project Sky
<b>Contact</b>	Jane Evans + 49 211 1371-192 jane.evans@bdo.de



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

<b>Ventilation Equipment-Manufacturers Buyside</b>  	
<b>Region</b>	Europe
<b>Industrial sector</b>	Ventilation Equipment-Manufacturers
<b>Title</b>	Leading supplier of ventilation products looking for targets
<b>Short description</b>	The company is a leading supplier of ventilation products. They are open for acquisitions to enlarge their portfolio in residential ventilation solutions.
<b>Category of turnover</b>	Open for various sizes
<b># employees (heads)</b>	Open for various sizes
<b>Category of price</b>	n.a.
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Ventilation
<b>Contact</b>	Jane Evans + 49 211 1371-192 jane.evans@bdo.de

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

<b>Industrial And Commercial Machinery</b> <b>Food Processing</b> <b>Buyside</b>  	
<b>Region</b>	World-Wide
<b>Industrial sector</b>	Industrial And Commercial Machinery - Food Processing
<b>Title</b>	Food Processing - open for acquisitions
<b>Short description</b>	<p>The company is a large supplier for the food processing industry. As an international technology group, the company focuses on process technology and components for sophisticated food production processes. The company is actively looking for bolt-on acquisitions to strengthen its liquid and solid food processing equipment, farm technologies and refrigeration technologies activities.</p> <p>Priorities are:</p> <ul style="list-style-type: none"> <li>• industrial filtration systems</li> <li>• food related pumps and pumping equipment</li> <li>• packaging machinery and equipment</li> <li>• machinery components</li> <li>• food and beverage machinery</li> </ul>
<b>Category of turnover</b>	Revenues up to USD/EUR 200m - Minimum revenues of USD/EUR 15m, minimum EBITDA of EUR 2m
<b># employees (heads)</b>	Open for various sizes
<b>Category of price</b>	From USD/EUR 10m to USD/EUR 200m
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	Food Processing
<b>Contact</b>	Axel Maack +49 211 1371-405 axel.maack@bdo.de

## CONFIDENTIALITY

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

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

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

## OUR SERVICES WITHIN M&A

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

## CONTACT INFORMATION

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

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