



**M&A-BULLETIN**  
**OCTOBER 2016**  
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## ► EXTRACT OF BDO'S M&A BUY- SIDE AND SELL-SIDE MANDATES

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

Dear Reader,

The M&A-team of BDO International is pleased to present the October 2016 issue of the M&A-Bulletin.

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

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

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

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

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

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

For further information about individual projects please contact the named project manager or your contact person for M&A transactions in your region (see page 77).

## ► BDO M&A-DATABASE

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

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

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

*Marek Franke*

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

## ► BDO WORLDWIDE

### USING OUR SIZE INTELLIGENTLY

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

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

► **60 SECONDS - OVERVIEW**

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## SALE MANDATES - COMPANY PROPOSALS - SUCCESSION



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

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

## Antriebstechnik und Steuerungslösungen Firmenangebot - Verkauf - Nachfolge



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

## B2B-Business Intelligence Portal Investitionsangebot



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

## Bodenbeläge und Innendekorationen Firmenangebot - Verkauf - Nachfolge



Region	Zentralschweiz				
Branche	Baunebenbranche				
Titel	Bodenbeläge und Innendekoration				
Kurz- beschreibung	Das Unternehmen ist in zweiter Generation erfolgreich tätig im Bereich von Bodenbelägen und Innendekoration. Sie verfügt über einen guten Namen im Markt und profitiert von lang-jährigen Kundenbeziehungen, insbesondere zu Architekten und Planern. Das Unternehmen bietet eine hervorragende Chance für den Eintritt in ein neues Marktgebiet für eine bestehende Unternehmung oder für den Schritt in die Selbständigkeit.				
Umsatz- kategorie	CHF 1 bis 2 Mio.				
# Mitarbeiter (FTE)	< 10				
Investitions- kategorie	< 500'000				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management- kapazität	<input checked="" type="checkbox"/> beides
Referenz	Bodenbeläge				
Kontakt	Andreas Duss +41 41 666 27 77 Andreas.Duss@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

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

## 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

## IT/ Software Firmenangebot - Verkauf - Nachfolge



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

## 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

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



Region	Zentralschweiz
Branche	IT-Branche
Titel	Online-Plattform für Mineralölprodukte sucht Investoren
Kurz- beschreibung	<p>Das Projekt OIL BROKER wurde durch ein in der Deutschschweiz ansässiges IT-Unternehmen entwickelt, welches seit 2012 v.a. in der Projektumsetzung in den Bereichen Internet, Apps und Social Media tätig ist. Ausserdem verfügt das IT-Unternehmen über ausgewiesenes Fachwissen im Heizölhandel.</p> <p>Nachdem bisher rund CHF 90'000 in die Entwicklung und Programmierung des Projektes OIL BROKER investiert wurden, soll mit dieser Finanzierungsrunde vorab eine AG gegründet werden, um das Projekt in eine eigenständige juristische Person zu transferieren und die notwendigen Marketingmassnahmen einzuleiten. Für den anstehenden Finanzierungsschritt stehen 20% bis 35% des Aktienkapitals des neu zu gründenden Unternehmens zum Verkauf. Der Investitionsumfang beträgt CHF 250'000 bis 450'000.</p>
Umsatz- kategorie	n.a.
# Mitarbeiter (Köpfe)	n.a.
Preis- kategorie	CHF 240'000 - 450'000
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
Referenz	Projekt OIL BROKER
Kontakt	Thomas Studhalter +41 41 368 12 15 thomas.studhalter@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

## Project “Blacksmith” (Drop Forging Company) Sell-side



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

<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	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

Airport Services Sellside		
Region	Italy	
Industrial sector	Airport Services	
Title	Project Fly	
Short description	<p>Fly is a leading Italian Group operating internationally in the airport services sector.</p> <p>In particular, the group offers a complete system of comprehensive care services to the passenger and is active in the marketing of wrapping services and luggage security at airports.</p> <p>Today the group is active with a concession license in more than 30 airports in 13 countries on 3 continents.</p> <p>The Group's offer includes:</p> <ul style="list-style-type: none"> <li>• Winding Services and baggage protection, parcels and goods in general,</li> <li>• Customer care,</li> <li>• Penalty services in case of event of default.</li> </ul> <p>100% of the shares are up for sale</p>	
Category of turnover	The net sales 2015 reached approx. € 47 mio, with an EBITDA margin of about 12%.	
# employees (heads)	More than 500	
Category of price	n.a.	
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both	
Reference	Project Fly	
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

## Aluminum foundry in Paris region Sellside



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

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

## Apparel And Accessory Stores Sellside



Region	Denmark
Industrial sector	Apparel And Accessory Stores (women's clothes)
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 mio. 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 +45 41 890 210 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

## B2B Wholesale in HVAC equipment, pipes and tubes, industrial hardware and outside gates and fences Sell side



Region	Belgium		
Industrial sector	5070 - Wholesale-Hardware & Plumbing & Heating Equipment & Supplies		
Title	Project "Steel Wool"		
Short description	<p>STEEL WOOL is a Belgian wholesaler in</p> <ul style="list-style-type: none"> <li>(i) HVAC equipment,</li> <li>(ii) pipes and tubes,</li> <li>(iii) industrial hardware and</li> <li>(iv) outside gates and fences,</li> </ul> <p>offering more than 60.000 products, of which 22.000 permanently available. The Company is a member in <b>two purchasing associations</b>, benefiting from economies of scale and competitive purchasing conditions.</p> <p>The Company's <b>clients</b> are mainly HVAC installers/technicians mostly active in <b>Liege's area</b>. The Company serves a <b>diversified</b> (~ 3.200 active clients on a yearly basis) and <b>loyal</b> (~1.700 recurring active clients) <b>client base without presenting a dependency</b> to a few of them.</p> <p>The <b>10.000 m<sup>2</sup> storage facility</b> built on an 18.000 m<sup>2</sup> land is ideally located in the area of Liege, right by an <b>important highway interchange</b>. The Company owns the required infrastructure and equipment to operate its business.</p> <p>The Company is one of the last independent player with a critical size in a consolidating sector.</p> <p>The Company benefits from a sound financial situation and a recurrent profitability.</p>		
Category of turnover	EUR 10 to 15 mio.		
# employees (heads)	21 to 50		
Category of price			
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project Steel Wool		
Contact	Johan Hatert +32 472 702 704 johan.hatert@bdo.be <span style="margin-left: 100px;">Didier Smet +32 496 86 78 51 didier.smet@bdo.be</span>		

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

Business Services Sellside		
Region	Denmark	
Industrial sector	Business Services (Service and Repair Shops)	
Title	An investment opportunity in a commercial refrigeration service company with increasing profitability	
Short description	<ul style="list-style-type: none"> <li>• The company was founded more than 35 years ago and has always been profitable</li> <li>• With more than 30 years of cooperation with the country's leading retailers, the company has built up a unique market position in the installation and servicing of refrigeration and freezing equipment for supermarkets</li> <li>• The company has focused on optimizing work processes using IT which have increased flexibility, profitability and morale</li> <li>• The company employs 35 - 45 FTE's divided into refrigeration engineers, electricians, trainees and administration</li> </ul>	
Category of turnover	EUR < 500,000	
# employees (heads)	< 10	
Category of price	EUR 500,000 to 2 mio.	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both	
Reference	Project Frigus	
Contact	Jakob Sand +45 41 890 202 JKS@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

## Computer Programming Services Sellside



Region	The Netherlands		
Industrial sector	Computer Programming Services		
Title	VIJF		
Short description	<p><b>The Company</b></p> <ul style="list-style-type: none"> <li>• VIJF has developed GIS software, with which can be used to administer and manage public space. The software is based on geodesy, a branch of applied mathematics and earth sciences.</li> <li>• With the software, municipalities can trace among others lamp post, benches and trees and when they need maintenance (lamp posts) or watering (trees).</li> <li>• The software is implemented at municipalities in The Netherlands and Belgium. Clients of the municipalities (contractors and advisors) use the same software system. This has led to a “lock-in” for all parties; switching to another system would be very costly and time-consuming.</li> <li>• Besides the developed software, VIJF provides advisory services.</li> </ul> <p><b>The transaction</b></p> <ul style="list-style-type: none"> <li>• The current shareholders prefer a phased buy-out.</li> <li>• A majority of the shares is offered in the first tranche.</li> <li>• Preferably not private equity, unless they can add significant value to the business.</li> </ul> <p>EBIT: € 800,000 - € 1,000,000</p>		
Category of turnover	n.a.		
# employees (heads)	n.a.		
Category of price	n.a.		
Engagement	<input type="checkbox"/> just financial	<input type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Reference			
Contact	<p>Caroline Jansen +31 (0)30-2 849 887 caroline.jansen@bdo.nl</p> <p>Luc Augustijn +31 (0)30-2 849 980 luc.augustijn@bdo.nl</p>		

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

## Construction material Sellside mandate



Region	Netherlands
Industrial sector	Supplier and manufacturer of specialized construction material
Title	Project Potential
Short description	<p>Project Potential is a supplier and manufacturer of construction material for specialized applications. The construction material is primarily used in prefabricated constructions (e.g. houses and utility buildings). The company is located in the Netherlands and operates national and international.</p> <p>Some highlights:</p> <ul style="list-style-type: none"> <li>• Reputable company with a long history and outstanding reputation;</li> <li>• Housed in a new, modern premises with extensive storage facilities and sufficient capacity for future growth;</li> <li>• The company has a broad customer base, which has grown over the years;</li> <li>• The company operates in a niche market. The company is considered as a total supplier within this niche. In addition, the company's products are suitable to penetrate new markets;</li> <li>• In close cooperation with suppliers, the company also develops new products;</li> <li>• The company has its own laboratory, including a chemical engineer;</li> <li>• Day to day management is carried out by a competent management team. In recent years, the involvement of the shareholders has been limited and second-line management has proven to be very skilled.</li> </ul>
Category of turnover	Annual sales of the company are approximately € 7 - 8 million
# employees (heads)	20 - 25
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Potential
Contact	<p>Maarten van Dijk +31 30 2849 881 maarten.van.dijk@bdo.com</p> <p>Leon Zijlstra +31 30 2849 837 leon.zijlstra@bdo.com</p>



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

## Constructions Sellside



Region	Denmark
Industrial sector	Constructions
Title	Unique investment opportunity in one of Denmark's largest carpenters
Short description	<ul style="list-style-type: none"> <li>▪ The Company operates within carpeting for B2B clients, and has more than 35 years of experience as a subcontractor for international and domestic contractors. They are specialized in the following areas: <ul style="list-style-type: none"> <li>- Carpentry</li> <li>- Roof construction</li> <li>- Modern glass panels</li> <li>- Installation of door and window components</li> <li>- Plaster and partions</li> <li>- Facility interior design</li> <li>- Celling systems</li> </ul> </li> </ul>
Category of turnover	EUR 50 mio. to EUR 100 mio.
# employees (heads)	N/A
Category of price	EUR 15 mio. to EUR 50 mio..
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Rome
Contact	Jakob Sand +45 41 890 202 JKS@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

## Electric, Gas, and Sanitary Services Sellside



Region	Denmark
Industrial sector	Electric, Gas, and Sanitary Services
Title	Advanced technology in water heating and treatment solution looking for investors
Short description	<ul style="list-style-type: none"> <li>▪ Company's solution (protected IP) is in the process of disrupting the water heating industry by paving way for a major paradigm shift in the way water and other liquids are heated and cleaned or treated. Shifting from the old technology - electric heat elements, which are produced in millions every day, to its advanced energy efficient technology.               <ul style="list-style-type: none"> <li>- Heats with a 100 % documented efficiency - no loss, at any flow and temperature.</li> <li>- The process can be controlled very accurately, while there is no warm-up or cool-down period of a heat element.</li> <li>- Delivering instant hot water without any standby loss.</li> </ul> </li> </ul>
Category of turnover	EUR < 500,000
# employees (heads)	< 10
Category of price	EUR 500,000 to 2 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Heat
Contact	Gert Mortensen +45 41 890 210 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

## Facility Management Sellside



Region	Italy
Industrial sector	Facility Management
Title	Project Taurus
Short description	<p>Taurus is a leading Integrated Facility Management Group operating in Italy, that manages and provides integrated services to public and private customers for property, the environment and in support of health care services.</p> <p>The Group has a unique selling proposition offering fully integrated solutions to large and complex healthcare and strategic facilities.</p> <p>The Group can rely on top Italian customers, with a specific exposure to healthcare, sizeable companies, multinationals and large retailers.</p> <p>The services offered by the Group can be grouped into two main areas:</p> <ul style="list-style-type: none"> <li>• Facility Management Services - property management and maintenance services (environmental hygiene, technical and maintenance services, landscaping, logistics, auxiliary services, heat management)</li> <li>• Specialty services - Laundering &amp; Sterilisation (linen rental and industrial laundering, linen and surgical instrument sterilisation for the health care field), lighting, installation and maintenance of elevating systems, project &amp; energy management, document management, building constructions, fire prevention systems and video surveillance</li> </ul> <p>Sell of the majority stake in order to support the industrial development</p>
Category of turnover	The net sales 2015 reached approx. € 1 billion, with an EBITDA margin of about 10%.
# employees (heads)	More than 20.000
Category of price	n.a.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project Taurus
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

Food Sellside		
Region	Italy	
Industrial sector	Food: Pasta	
Title	Project Pasta	
Short description	<p>The Pasta factory was founded in 1967 from an ancient family of industrial pasta makers and it is based in a small village in Puglia, 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.</p> <p>The manufactory plant is responsible for the production of 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 and extra virgin olive oil.</p> <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>Majority stake or 100% of the shares are up for sale</p>	
Category of turnover	EUR 68.7 mio with an Ebitda margin of about 6%	
# employees (heads)		
Category of price		
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both	
Reference	Project Pasta	
Contact	Marco Artiaco, +39 335 1891127 marco.artiaco@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

## Industrial & Commercial Machinery & Computer Eq. Sellside



Region	Denmark
Industrial sector	Industrial and Commercial Machinery and Computer Equipment
Title	An innovative manufacture & service provider of hydraulics products
Short description	Established in 1985, the Company manufactures and provides services within the hydraulics arena, including machine parts and special components. In addition over the last 8 years, its production department had provided its customers with technical solutions, strength calculations with fully approved documentation. The Company operates in the following business areas: marine, offshore, windenergy, hydraulics, service & maintenance and diverse of products (i.e. Front-mounted hydraulic brush and Multifeeder straw machine for mini-loader).
Category of turnover	EUR 2 mio. to 5 mio.
# employees (heads)	21 to 50
Category of price	EUR 2 mio. to 5 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Machina
Contact	Jakob Sand +45 41 890 202 JKS@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

IT Sellside	
Region	Italy
Industrial sector	IT Infrastructure and IT Consulting
Title	Project IT
Short description	<p>IT is an information technology company founded in June 2004, with the aim of supplying the Italian and foreign market, providing operational and functional solutions, supported by a high level of technology and certified staff. It is specialized in solutions of high level, hardware, software, in Linux, Unix, Windows, Oracle and Mysql.</p> <p>The Headquarter is in Milan and a commercial office in Rome, that allow to guarantee a wide presence in the market for IT consulting, assuring excellent solutions. Due to the experience gained with major national and international stakeholders, the company is now recognized as a true technological partner, a developer consultant in strategic position to develop integrated and customized projects.</p> <p>The structure of the company is organized in 3 autonomous divisions, perfectly synergistic and complementary:</p> <ul style="list-style-type: none"> <li>• Enterprise: workstations, storage, SAN infrastructure, daily management of systems and High Availability solutions;</li> <li>• Infrastructure: this division is specialized in the implementation and management of IT infrastructure;</li> <li>• Development: this division manufactures cost-effective solutions that help maximizing the effectiveness of customer business processes.</li> </ul> <p>100% of the shares are up for sale</p>
Category of turnover	The net sales 2015 reached approx. € 5.5 mio with an EBITDA margin of about 12%.
# employees (heads)	
Category of price	n.a.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project IT
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

## Luxury Apparel Sellside



Region	Italy
Industrial sector	Fashion
Title	Project Fashion
Short description	<p>Fashion is an Italian company that produces and supplies clothes and accessories, both directly through its own stores and through multi-brand boutiques.</p> <p>Fashion is a Made in Italy brand that operates in the high-end luxury (Absolute Luxury).</p> <p>The company is headquartered in the centre of Italy, but conducts business throughout Italy and is very active abroad.</p> <p>The company sells its products through the following distribution channels:</p> <ul style="list-style-type: none"> <li>• Mono-brand stores, in Tuscany, in Liguria and Ibiza (Spain);</li> <li>• Multi-brands boutiques and department stores in Italy, in France, in Germany, in US and in Japan;</li> <li>• Online channel</li> <li>• The company produces and distributes a wide range of apparel products:</li> <li>• Pants and Bermuda,</li> <li>• Coats,</li> <li>• Polo-shirt,</li> <li>• Accessories (make-up bag, men toiletry bag, bike).</li> </ul> <p>100% of the shares are up for sale</p>
Category of turnover	The net sales 2015 reached approx. € 21 mio, with an EBITDA margin of about 12%.
# employees (heads)	
Category of price	n.a.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project Fashion
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

Pharma Sellside		
Region	Italy	
Industrial sector	Pharma	
Title	Project Pharma	
Short description	<p>Pharma, founded in 1945, is a leading pharmaceutical company performing research, development, production and marketing activities in the field of specific immunotherapy and diagnostics for the treatment and prevention of allergic diseases.</p> <p>Pharma, based in Milan, is also present abroad with representatives in Portugal, Germany, Greece, Albania, Hungary, Mexico, South Korea and, recently, also in the Russian federation and Spain.</p> <p>About 10% of the business volume is re - invested in the Scientific Research, often conducted in collaboration with the most representative research centers, including the National Research Centre and Italian and foreign university research centers. The goal is the development of new allergy vaccines more effective and safer, including recombinant.</p> <p>The Company owns the first and exclusive allergy vaccine with allergoid declined in all modes of administration: subcutaneous, drops and tablets oral It is the only allergoid with oral administration in all international market. The assimilation of the active ingredient by mucosa occurs both orally and by intestine.</p> <p>Pharma develops, produces and markets Allergy Immunotherapies, Allergy Diagnosis, Allergy Prevention, Branded Pharmaceuticals.</p> <p>Pharma offers a wide panel of products mainly focused on Allergy, from the prevention, to the diagnosis and especially to the aethiological treatment, the allergy specific immunotherapy.</p> <p>100% of the shares are up for sale</p>	
Category of turnover	The net sales 2015 reached approx. € 16.5 mio with an EBITDA margin of about 14%.	
# employees (heads)		
Category of price	n.a.	
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both	
Reference	Project Pharma	
Contact	Giorgio Beretta, +39 335 8031777 giorgio.beretta@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

## Poultry and poultry products Sellside



Region	Netherlands
Industrial sector	5144 (Poultry and poultry products)
Title	Highly profitable poultry company
Short description	The company is located in the Netherlands and produces a complete range of poultry products. The company employs around 100 staff.
Category of turnover	EUR >100 mio.
# employees (heads)	101 to 200
Category of price	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project SPRING
Contact	Caroline Jansen +31 (0)30-2 849 887 caroline.jansen@bdo.nl  Albert Koops albert.koops@bdo.nl

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


Telecom Sellside	
Region	Italy
Industrial sector	Telecom
Title	Project Telecom
Short description	<p>The company was the first one able to provide users with mail box, allowing soon to use the net.</p> <p>Today, the company provides the user Executive, Small Medium Enterprise and SOHO with one of of the best offer in Italy, mainly due to continuous experimentation and investment in infrastructure in the territory.</p> <p>The company is today among the leading Italian operators in the electronic and digital telecommunications.</p> <p>The company provides a range of solutions from broadband connectivity dedicated to business Continuity Data Center services with geographic disaster recovery features, up to those of traditional and IP telephony.</p> <p>Those solutions may include even a monitoring service where the technical staff performs specific controls on the status of connections (up / down / idle) and controls on the occupied bandwidth. In some cases, the customer can also check the state of its services through a panel accessible through the password input.</p> <p>Capital increase or change of control</p>
Category of turnover	The net sales 2015 reached approx. € 38.8 million with an EBITDA margin of about 21%
# employees (heads)	
Category of price	
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project Telecom
Contact	Marco Artiaco, +39 335 1891127 marco.artiaco@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>Tour Operator Sellside</b> 	
Region	Denmark
Industrial sector	Tour Operator
Title	Inbound tour operator
Short description	<ul style="list-style-type: none"> <li>▪ The Company is an inbound tour operating company and is solely owned by the founder. The Company operates out of more than 3 locations.</li> <li>▪ Founded in 1994 with the aim of delivering inbound tour and travel services in Scandinavia, the Baltics and Russia. The Company is catering for over 100,000 guests a year.</li> <li>▪ Operations include: <ul style="list-style-type: none"> <li>- Inbound tour operating activities</li> <li>- Destination management activities</li> </ul> </li> </ul>
Category of turnover	EUR 15 mio. 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 Travel
Contact	Gert Mortensen +45 41 890 210 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

Track Sellside	
Region	Italy 
Industrial sector	Agricultural and earthmoving machines
Title	Project Track
Short description	<p>Track, founded in 1969, is an international leader in the development, production and distribution of a wide range of undercarriages and components for agricultural and earthmoving machines. The group consists of six high specialized companies located in strategic countries for the Group: France, Germany, Poland, China, Turkey and Australia. The group's customers are OEM, wholesalers, retailers and End Users. The group offers a wide and complete range of products: excavator and tractor chains, rollers, drive wheels and sector units and shoes. The group has 15 warehouses located in significant areas in Europe and in the United States, which allow an efficient and reliable services. The group is active in the development, production and distribution of a wide and complete range of undercarriages and components for farm tractor and earthmoving machines. The main products of the Group include:</p> <ul style="list-style-type: none"> <li>• Excavator chains: the VTRACK excavator chains are all designed with dust guard in polyurethane and grease to ensure long life;</li> <li>• Tractor chains: chains can be chosen with metal seals or lubricated according to machine application;</li> <li>• Rollers: lower rollers with one or two flanges and upper rollers for both standard and special applications;</li> <li>• Drive wheels and sector units: melted and forged products suitable for all machine models and versions;</li> <li>• Track tightening wheels: broad range of uses and specific techniques that allow successful and regular lubrication;</li> <li>• Shoes: versatile models suitable for standard uses and "extreme service";</li> <li>• Complete chassis: development and assemblage of complete carriages according to customer requirements.</li> </ul> <p>100% of the shares are up for sale</p>
Category of turnover	The net sales 2015 reached approx. € 112.1 mio, with an EBITDA margin of about 6%.
# employees (heads)	
Category of price	n.a.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project Track
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

## Wholesale & Transport of Fruit Sellside



Region	The Netherlands		
Industrial sector	Wholesale trade - non durable goods, groceries and related products.		
Title	Purchase opportunity of a well-established family owned company engaged in wholesale and transportation of soft fruit (apples, pears, etc.).		
Short description	The operations of the family business are primarily focused on the transport of soft fruit to wholesalers, supermarkets and industrial processors located throughout Europa (including Russia). The company's warehouse has all required licenses and complies with all relevant standards.		
Category of turnover	EUR 15 Mio to 25 Mio.		
# employees (heads)	11 to 20.		
Category of price	EUR 1 to 5 Mio.		
Engagement	<input checked="" type="checkbox"/> just financial	<input checked="" type="checkbox"/> just management	<input checked="" type="checkbox"/> both
Reference	Project LIGNA		
Contact	Caroline Jansen +31 30 28 49 887 caroline.jansen@bdo.nl		

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

Wholesale Trade-durable Goods, purchasing and trade of nickel wire Sellside	
Region	Italy 
Industrial sector	Wholesale Trade-durable Goods, purchasing and trade of nickel wire
Title	High Tech Metal Project
Short description	<p>The Company is a diversified international holding company, was founded in the early 2000s, owning subsidiaries in a variety of business sector spanning:</p> <ul style="list-style-type: none"> <li>• Trading of strategic high-tech metals,</li> <li>• Real Estate,</li> <li>• Finance (M&amp;A, distressed debt acquisitions, Private Equity and venture capital),</li> <li>• Trading of energy commodities,</li> <li>• R&amp;D for new technologies development, renewable energy sources (RES), and waste management.</li> <li>•</li> </ul> <p>The purpose of the Project is to collect the medium term resources in order to catch business opportunities in the high tech metal market, which is favorable in the last months. The resources will be obtained through private placement or a bond issue to be arranged for Institutional Investors.</p> <p>The Company will issue the bond and then receive a put option which has the bond as underlying asset. So, it will liquidate its high tech metal inventory in order to pay back the debt and eventually it could be helped by option underwriters.</p> <p>The proposed transaction is considered to be without any risk: it is ring-financed and the option structure guarantees the financial stability of the operation.</p> <p>100% of the shares are up for sale</p>
Category of turnover	EUR 20 to 50 mio.
# employees (heads)	11 to 20
Category of price	EUR > 100 mio.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	High Tech Metal Project
Contact	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 & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

## Agriculture, Forestry, And Fishing Sellside



Region	Argentina
Industrial sector	Agriculture production livestock and animal specialties
Title	Fertile Eggs and BB chicks producer its selling its company
Short description	<p>The company is engaged in the production and sale of fertile eggs and BB chicks, since 1998, and is located in 3 provinces of Argentina.</p> <p>It has 8 farms for breeding and for laying hens (total capacity for 600,000 chickens) and also owns an incubation facility with capacity for 4,5 million eggs a month.</p> <p>The company has a feed facility for self-sufficiency, supplying all production stages.</p> <p>The estimated production for 2015 is 8 million eggs a month, from which, almost 50% are sold as fertile-eggs and the other 50% are incubated and sold as BB chicks (assuming a birth rate of 75%-80%).</p> <p>Both fertile eggs and BB chicks are sold to food processing companies that own slaughter-houses.</p>
Category of turnover	US\$ 20 to US\$ 30 mio.
# employees (heads)	201 - 500
Category of price	US\$ 60 million.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	BB Chicks Project
Contact	Fernando Garabato, +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com

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

CCTV-Global Sellside	
	 
Region	Israel - Global
Industrial sector	Technology
Title	Investment Opportunity in a leading provider of intelligent, IP-based digital video and audio solutions for CCTV security and surveillance applications
Short description	<p>CCTV Global's Technology designs and manufactures intelligent IP surveillance solutions for mid-to-large-scale deployments in mission-critical, multi-site application environments.</p> <p>These solutions range from sophisticated video management systems including monitoring, recording, analysis, reporting and investigation suites, to high-end digital video recorders (DVR &amp; NVR).</p> <p>The company specializes in CCTV surveillance services for city centers, public spaces and public safety agencies, corporate campuses, shopping malls, residential complexes, and casinos. The system can accommodate tens, hundreds and even thousands of cameras per site operating over enterprise LAN, wireless or carrier networks.</p> <p>Installed base of Hundreds of thousands of channels worldwide.</p> <p>The company's main offices are located in Israel, USA, London and India</p>
Category of turnover	Roughly \$4M
# employees (heads)	
Category of price	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	CCTV Global
Contact	Ron Wolman +972 (0)3 636 8706 (Tel) +972 (0)3 638 2511 (Fax) ronw@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

Chocolate Industry Sellside	
Region	Argentina
Industrial sector	D-20-Food And Kindred Products
Title	Chocolate fabric and reseller
Short description	<p>“WW chocolates“ produces and sells gourmet chocolates with their own brand and for third parties.</p> <p>They have a consolidated distribution network between the major gas stations along the country.</p> <p>They also produce chocolates under third parties brands for first line companies, offering personalized packaging, with special logo patterns, for special events.</p> <p>The company´s machinery is in good conditions and the raw materials used to produce the chocolates are purchased to the main candy company en Argentina.</p> <p>The brand is positioned in the top quality segment, and in general the chocolates are exhibited near Lindt products on the point of sales racks.</p>
Category of turnover	USD 400.000 to 500.000.
# employees (heads)	12
Category of price	100% deal: Price range of USD 1 - 1,5 mio.
Reference	“WW Chocolates“
Contact	Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com



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

## Construction Sellside



Region	Argentina
Industrial sector	C-15-Building Construction General Contractors And Operative Builders
Title	Private Contrtuction company specialized in health sector buildings
Short description	<p>“MP constructions“is a construction company for private works.</p> <p>Founded in 1997 with two partners in his direction.</p> <p>It has blue-chip clients such as supermarkets, clinics, laboratories and industries. It has not developed much activity in the public plan, 95% of its turnover is private.</p> <p>Rent offices in the Buenos Aires City and has no significant fix assets.</p> <p>There is a possibility to acquire 100% shareholding capital, where the current partners are offered to continue for a period to be agreed.</p>
Category of turnover	USD 3 mio.
# employees (heads)	50
Category of price	100% deal: Price range of USD 1 - 1,5 mio.
Reference	“MP constructions“
Contact	<p>Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@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

## Dental Implants - Manufacturing Sellside



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

<b>Depository institution</b> <b>Sellside</b> 	
Region	Argentina
Industrial sector	Regional Bank
Title	Regional bank for sale
Short description	<p>NW Bank is a local private bank with more than 40 years of experience.</p> <p>The Bank is located in a province in the nort west region of Argentina.</p> <p>NW Bank has a 19 ATMs network.</p> <p>The Bank has a total of 6,832 saving accounts and more than 300 checking accounts with more than 100 companies paying wages to their employees thorough the Bank.</p> <p>NW Bank has 117 employees.</p> <p>The funding strategy is based 100% in deposits and earnings re-investment.</p> <p>NW Bank has non operating assets for near US\$ 7 million.</p>
Category of turnover	USD 5 - 10 mio.
# employees (heads)	n.a.
Category of price	51% - 100% deal: Price range of USD 15 - 50 mio. for 100% deal.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	"NW Bank"
Contact	Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com

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

## Insurance Software Consulting Company Sellside



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

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

## Oil & Gas - Services Sellside



Region	Argentina
Industrial sector	Services to the oil & Gas industry
Title	Waste management services for the oil & Gas industry
Short description	<p>The company is engaged in the business of waste management of special and dangerous residues for the oil &amp; gas industry.</p> <p>The company is located in the south of Argentina, in Neuquén province, in the Vaca Muerta area, rich for its non conventional oil producing potential.</p> <p>The company started its activity by the end of 2012 and is currently looking for financing for the construction of a waste treatment plant.</p>
Category of turnover	USD 10 - 12 mio.
# employees (heads)	n.a.
Category of price	Between 4x to 6x EBITDAs.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Waste Manager
Contact	Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com

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



Project EMS Sell Side			
Region	Israel - Global		
Industrial sector	Industrial - Manufacturing		
Title	Investment Opportunity in a Leading Provider of Electronics Manufacturing Services (“EMS”) Company		
Short Description	<p>Company’s Overview</p> <ul style="list-style-type: none"> <li>• 10 years of strong reputation, the Company is an Electronics Manufacturing Services provider (EMS)</li> <li>• Specializes in high mix, high quality, and high complexity products</li> <li>• Provides turnkey solutions</li> <li>• Leading &amp; loyal customers in Telecom, Electronics, Medical, and Military industries</li> <li>• The Company has approximately 120 employees with a production site in Northern part of Israel</li> <li>• Approved enterprise by the Israeli Investment Center</li> </ul> <p>Potential expansion both organically and through M&amp;A.</p>		
Category of turnover	~\$15M		
#employees (heads)			
Category of price			
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project EMS		
Contact	Ron Wolman +972 (0)3 6368706 (Tel) +972 (0)3 638 2511 (Fax) ronw@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

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

Project SMM Sell Side	
	 
Region	Israel - Global
Industrial sector	Industrial - Water
Title	Investment opportunity in a Leading player in the water irrigation industry
Short Description	<p>Company's Overview</p> <ul style="list-style-type: none"> <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 enables penetration to the smart city waterworks market.</li> </ul>
Category of turnover	~\$16M
#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	Ron Wolman +972 (0)3 6368706 (Tel) +972 (0)3 638 2511 (Fax) ronw@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

Solar Energy Sell Side	
	 
Region	Israel - Global
Industrial sector	Energy
Title	Investment opportunity in a leading entrepreneurial player in solar energy space
Short Description	<p>Compnay description:</p> <ul style="list-style-type: none"> <li>• One of the leading players in solar energy in Israel</li> <li>• the company set its goal to lead in developing the industry and build numerous solar projects in Israel</li> <li>• The company deals with the planning, development, construction and operation of electricity generation facilities through renewable and conventional energy sources.</li> <li>• Since Inception he Company has initiated, developed and built in Israel more 100 projects with an overall capacity of about 100 megawatts</li> <li>• The company currently has pipeline of more than hundreds of megawatts in different development stages</li> </ul> <p>The Company is seeking to raise additional capital of \$15 million for the purpose of the expansion of entrepreneurial activity in Israel and abroad.</p>
Category of turnover	
#employees (heads)	
Category of price	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project PV
Contact	Ron Wolman +972 (0)3 6368706 (Tel) +972 (0)3 638 2511 (Fax) ronw@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

Telecom Sellside	
 	
Region	Israel - Global
Industrial sector	Telecom
Title	An investment opportunity in a leading value-added telecommunication services and solutions provider
Short description	<p>Company's Overview</p> <p>The company provides variety of unique international communication solutions to specific niche global immigrant markets.</p> <ul style="list-style-type: none"> <li>• The Services</li> <li>• Unlimited / monthly - incoming &amp; outgoing plans</li> <li>• Pay as you Go plans</li> <li>• Virtual private numbers forwarding</li> <li>• Global number forwarding</li> <li>• SIP based international origination &amp; termination "boutique" solutions</li> <li>• Key Financial highlights:</li> </ul> <p>Key Financial highlights:</p> <ul style="list-style-type: none"> <li>• Revenues: ~\$9M</li> <li>• Impressive EBITDA margins</li> <li>• Company's financials have increased YoY since inception.</li> </ul>
Category of turnover	Revenues: ~\$9M
#employees (heads)	
Category of price	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project GlobalCall
Contact	Ron Wolman +972 (0)3 636 8706 (Tel) +972 (0)3 638 2511 (Fax) ronw@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

## Wholesale trade Sellside



Region	Argentina
Industrial sector	Wholesale trade - laboratory
Title	Lab wholesaler is selling the majority stake in the company
Short description	<p>The company is engaged in the business of importing and distributing laboratory consumables such as criovials, microtubres, urine container tubes, pipettes, slides, among a wide range variety of products. These products have different applications and can be used both for human health as well as for other non-human health related uses.</p> <p>The company imports the products from a manufacturer located in Spain and then sells the products across the country, through several distributors located in different provinces in Argentina.</p> <p>Lab has more than 10 years of history in the market and supplies several industries such as human health, animal health, food &amp; beverages, education and oil&amp; gas.</p> <p>The products destined to human health uses are subject to regulations from the Health Administration authority.</p>
Category of turnover	USD 2 - 5 mio.
# employees (heads)	< 10
Category of price	Between 3x to 4x EBITDA.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	South Lab
Contact	Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com

## 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

## 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, Produktion Kaufgesuch



<b>Region</b>	Ostschweiz / Liechtenstein
<b>Branche</b>	Dienstleistung (ausser Finanzdienstleistungen), Produktion, gewerbliche Industrie, High-Tech, Konsumgüter, Energie Ausgenommen: Transport, Bau, Gastronomie, Landwirtschaft
<b>Titel</b>	Nachfolgelösung
<b>Kurz- beschreibung</b>	Unternehmerische Persönlichkeit aus der Region Rheintal mit langjähriger Erfahrung in der operativen Unternehmensführung sowie in der strategischen Unternehmensentwicklung will eine Firma im Rahmen einer Nachfolgelösung übernehmen (Mehrheitsbeteiligung oder Gesamtübernahme) und beabsichtigt, sich langfristig federführend einzubringen.
<b>Umsatz- kategorie</b>	CHF 5 bis 10 Mio.
<b># Mitarbeiter (Köpfe)</b>	21 bis 50
<b>Preis- kategorie</b>	CHF 1 bis 9 Mio.
<b>Erwartetes Engagement</b>	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Managementkapazität <input checked="" type="checkbox"/> beides
<b>Referenz</b>	Firmenübernahme / Nachfolgelösung
<b>Kontakt</b>	Christian Wolf +423 230 30 60 christian.wolf@bdo.li

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

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




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

<b>Building Materials Buyside</b>  	
<b>Region</b>	Germany, Austria, Switzerland, Eastern Europe, France, United Kingdom
<b>Industrial sector</b>	Building Materials
<b>Title</b>	Distributor of building materials looking for acquisitions
<b>Short description</b>	The company is a leading distributor of specialist building products in Europe, with strong positions in its core markets of interiors and exteriors, insulation & energy management. The company serves a wide range of trades in the building and construction markets and is always keen to enlarge its portfolio.
<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>	Project „Building Materials“
<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

Food Buyside		
Region	The Netherlands	
Industrial sector	Food	
Title	AMBACHT	
Short description	<p>Our client is active in the processing and sale of dairy and is searching for an extension of the product portfolio. Examples are yoghurt, ice cream, cheese, ham. Furthermore, the prospect has preferably products with the look and feel of craftsmanship.</p> <p>Maximum turnover is EUR 50 mio, with a preference for a minimum of EUR 10 mio. Profitability is not a necessity.</p>	
Category of turnover	EUR 10 to 50 mio.	
# employees (heads)	n.a.	
Category of price	n.a.	
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both	
Reference	AMBACHT	
Contact	<p>Albert Koops +31 (0)30-2 849 867 alber.koops@bdo.nl</p> <p>Bernd Kohlleppel +31 (0)30-2 849 926 bernd.kohlleppel@bdo.nl</p>	



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>Powder coatings Buyside</b>  	
<b>Region</b>	Germany, UK
<b>Industrial sector</b>	Chemicals and related products
<b>Title</b>	Leading producer of powder coatings looking for acquisitions
<b>Short description</b>	The company is a leading producer of powder coatings for a wide range of industrial applications and is looking to extend its geographical footprint by making acquisitions in Germany or UK.
<b>Category of turnover</b>	Up to EUR 30m
<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 Rainbow
<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

## Sealing Systems - EPDM & thermosplastic Buyside



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

## Ventilation Equipment-Manufacturers Buyside



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

## Wholesale trade - non durable goods Buyside



<b>Region</b>	The Netherlands
<b>Industrial sector</b>	Food
<b>Title</b>	Daily Fresh
<b>Short description</b>	<p>Daily Fresh is a group of companies within the Food sector with approximately € 180 Mio sales and good profitability.</p> <p>Daily Fresh is interested in companies (trading/distribution as well as production) within:</p> <ul style="list-style-type: none"> <li>• Spices &amp; sauces;</li> <li>• Salads &amp; crudités;</li> <li>• Fruit and vegetable processors (cutters);</li> <li>• Dairy;</li> <li>• Ready meals.</li> </ul> <p>Daily Fresh is actively searching in:</p> <ul style="list-style-type: none"> <li>• England;</li> <li>• France;</li> <li>• Spain;</li> <li>• Portugal;</li> <li>• Benelux;</li> <li>• Scandinavia.</li> </ul> <p>The possible targets would have to meet the following criteria:</p> <ul style="list-style-type: none"> <li>• Revenue range of trading companies € 10 Mio - € 100 Mio;</li> <li>• Revenue range of production companies € 20 Mio - € 100 Mio;</li> <li>• Profitable operations</li> </ul>
<b>Category of turnover</b>	EUR < 100 Mio.
<b># employees (heads)</b>	
<b>Category of price</b>	Up to € 50 Mio.
<b>Engagement</b>	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
<b>Reference</b>	Daily Fresh
<b>Contact</b>	Bernd Kohlleppe +31 30 2849 926 Bernd.Kohlleppe@bdo.nl

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 Food Processing 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
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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

Logistics Buyside	
<b>Region</b>	Global
<b>Industrial sector</b>	Logistics
<b>Title</b>	A leading Group in the logistic sector is seeking to expand its exposure and growth of services portfolio to international markets worldwide (outside Israel).
<b>Short description</b>	<p><b>Short description:</b> The Group is a leading player in the field of logistics and aviation services in Israel.</p> <p><b>Current International Market Operation Base:</b>  <b>Romania</b> - A Romanian logistic company held (65%) by the Group, provides comprehensive range of logistics services: warehousing, distribution, customs clearance, forwarding, value added services and more. The company operates across east and central Europe.  <b>Czech Republic:</b> The company holds a company in charge of the group's Logistics in the Central European Countries. The company is managing advanced logistic facility in the Czech Republic, near the German border and operating a vast distribution network and TPL (Third Party Logistics) services, of a high standard.  <b>Aviation and Cargo Services:</b>                      The Group's capabilities in the Aviation services arena are based on many years of management and operational experience of many companies. The Group is looking to expand into new markets in Central and Western European airports, as well as in East-coast U.S. airports, especially in the areas of cargo terminals, ground-handling services, VIP services, and ground travel services. The Group is seeking opportunities to partner with an existing operation, which demonstrates stability and future growth potential. Airports with active EL-AL Israeli Airlines flights are preferred but not a required.  <b>Logistics services:</b>                      In the Logistic services segment, there is a clear priority to companies/projects with synergy to the existing operations. The Group is looking for activities across central Europe, which correspond the basic criteria registered above. Companies from Romania and the Czech Republic can, for example, operate in niche logistic segments like temperature controlled storage and distribution.                      Search profile:  <b>Targeted Goals/basic Criteria:</b>                      1. Priority to profitable companies/projects.                      2. Priority to companies/projects that demonstrate stable client-base.                      3. Priority to companies where current leadership looks to "stay on board" as partners, for at least 3 years period post acquisition.                      4. Priority to companies/projects in developed countries, especially in Europe.                      5. Priority to projects/companies with synergy companies' current operations.                      6. Priority to small to medium size companies/projects (Max 10 Million Euro value).</p>
<b>Engagement</b>	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
<b>Reference</b>	MMN
<b>Contact</b>	Ron Wolnan +972 (0)3 636 8706 (Tel) +972 (0)3 638 2511 (Fax) ronw@bdo.co.il



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

## Manufacturer and supplier of engine products Buyside



Region	Global
Industrial sector	Automotive
Title	A leading manufacturer and supplier of engine management products, primarily for the North American automotive aftermarket and select OEM's globally is interested in diversifying the company's product portfolio into other engine management products
Short description	<p><b>Short description:</b></p> <p>A leading manufacturer and supplier of thermostats, fuel caps, and radiator caps and a supplier of oil caps, gaskets, seals and other products primarily for the North American automotive aftermarket and select OEM's globally.</p> <p>Headquartered in the Israel, the Company exports over 99% of its products to 30 countries throughout North America, Asia, Europe, and South America.</p> <p>With over 50 years of history in thermostat and cap design and production, the company is known for providing a broad portfolio of high quality dependable products and exceptional service to its customers.</p> <p>The company is interested in diversifying its product portfolio into other engine management products and is currently looking for a profitable company to acquire, preferably in the US, but also in other geographies.</p> <p><b>Search profile:</b></p> <p>Main characteristics of the target company:</p> <ol style="list-style-type: none"> <li>Sector: Automotive industry, preferably manufacturing company (commercial company - is possible)</li> <li>Subsector: Engine management: cooling system products, fuel delivery products, sensing and engine control products. See detailed information in Annex_</li> <li>Other required characteristics: <ul style="list-style-type: none"> <li>Annual turnover: USD 10-60 million.</li> <li>Sales: at least 60% to the Aftermarket and the balance to OEMs (either as a Tier 1 or Tier 2 supplier) <ul style="list-style-type: none"> <li>Operating markets: United States - must; Canada, Mexico, South and Central America, Europe, Asia - Optional.</li> <li>Production facilities outside the US are a plus.</li> <li>The company should show a clear path to sustainable growth</li> <li>Technology as a differentiator is a plus</li> </ul> </li> </ul> </li> </ol>
Category of turnover	Target company annual turnover: USD 10-60 million.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	AutoThermo
Contact	Ron Wolnan +972 (0)3 636 8706 (Tel) ronw@bdo.co.il

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

## Project PCB Buyside



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

## Sterilization & infection control products Buyside



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

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

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

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

## Our services within M&A

<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 tolls 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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