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**M&A-BULLETIN
MARCH 2018**

(english edition)

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

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

Dear Reader,

The M&A-team of BDO International is pleased to present the March 2018 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 63).

► 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 1,500 offices in over 161 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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SELLING A COMPANY OR RAISING CAPITAL



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.

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Bauhaupt- und Nebengewerbe Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz					
Branche	Bauhaupt- und Nebengewerbe					
Titel	Händler von Bauzubehör mit exklusivem Vertriebsrecht in der Schweiz, sucht neuen Eigentümer					
Kurzbeschreibung	Das Unternehmen handelt mit einem technischen Nischenprodukt für den Bauhaupt- und Nebengewerbe und hat einen exklusiven Importvertrag für den Schweizer Markt. Dies ermöglicht der Firma den grossen Marktanteil aufrecht zu erhalten und kontinuierlich auszubauen. Durch die langjährige Erfahrung und des hohen Qualitätsstandards geniesst das Unternehmen bei langjährigen Stammkunden sowie bei Neukunden einen ausgezeichneten Ruf.					
Umsatzkategorie	CHF 2 bis 5 Mio.					
# Mitarbeiter (Köpfe)	11 bis 20					
Preiskategorie	CHF 10 bis 15 Mio.					
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Managementkapazität	<input type="checkbox"/>	beides
Referenz						
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr					

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Digital Health Care Investment



Region	Austria
Industrial sector	Software
Title	Start Up Investment - Digital Health Care
Short description	<p>Maintaining mental health is one of the largest global health problems causing an estimated economic burden of USD 2 trillion. Thus, it is one of the top priority items of both the WHO and the EU. Currently, only 5% of patients in need of psychological assistance receive appropriate help. However, they often receive assistance too late, thus causing enormous therapy costs and at the same time working capacity is lost.</p> <p>Therefore, in a first step, the target company envisaged to provide online mental coaching in the following four areas:</p> <ul style="list-style-type: none"> • general orientation in life issues • relationship management • job orientation • and burnout prevention. <p>Moreover, the company considers to integrate ongoing client recommendations for health improvements and continuous feedback forms to further develop their service.</p> <p>The company is currently in search of start-up phase equity financing in the amount of TEUR 250 to launch its beta-version. Moreover, the company is seeking an investor to participate in further financing rounds e.g. in order to combat the upcoming expansion.</p> <p>The proceeds will be used to further develop the product prototype and to finance the going to market (product marketing, etc.).</p> <p>Conducted market research and customer interviews indicate a large market potential. McKinsey & Company has estimated the global digital health market to be worth USD 200 billion by 2020. Thereof about USD 46 billion is attributable to the mobile health market and USD 6 billion to the brain health market.</p>
Category of turnover	N/A
# employees (heads)	N/A
Category of price	EUR 0.25 Mio.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> Both
Reference	Digital Health Care
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Elektro-Totalunternehmen Verkauf



Region	Deutschschweiz		
Branche	Elektroinstallationsbranche Elektro-Industrie Heizung-Lüftung-Klima Industrie		
Titel	Firmenübernahme infolge Nachfolgeregelung		
Kurz- beschreibung	<p>Beim Projekt Strom handelt es sich um ein Elektro-Totalunternehmen in der Deutschschweiz, welches Dienstleistungen und Installationen für eine breite Kundengruppe anbietet. Die Firma zählt mehr als 30 Mitarbeitende und erarbeitete sich durch Zuverlässigkeit und exakte Arbeitsweise einen loyalen Kundenstamm.</p> <p>Nachdem die heutigen Besitzer und Alleinaktionäre die operative Nachfolge seit 2016 geregelt haben, soll nun das gesamte Aktienpaket und somit die Firma weiterverkauft werden. Als Käufer wird in erster Linie an eine Firma aus der Elektro- oder der Heizung-Lüftung-Klima Industrie gedacht. Darstellbar ist ebenfalls ein geeigneter und fachlich bewanderter Unternehmer/in oder ein unternehmerisch agierender Finanzinvestor.</p> <p>Im Rahmen der Transaktion werden 100% der Aktien verkauft. Strom ist schuldenfrei und besitzt keine betriebseigenen Liegenschaften.</p> <p>Strom bietet klassische Elektroinstallationen bei Neu- und Umbauten für Privat- und Geschäftskunden an, was denn auch das klare Kundensegment der Unternehmung darstellt. Ein weiteres, wichtiges Standbein sind Arbeiten im Elektroservicedienstleistungsbereich, wozu auch Gesamtlösungen bestehend aus Planung und Installation, Beleuchtungskonzeptionen und Telematik-Dienstleistungen zählen. Strom ist regional stark verankert, wodurch sich mitunter ein beachtlicher und wiederkehrender Umsatz aus dem Servicedienstleistungsgeschäft begründen.</p>		
Umsatz- kategorie	CHF 5 bis 10 Mio.	FY15 CHF 6.4 Mio. (EBIT: CHF 2.0 Mio.)	FY16 CHF 6.6 Mio. (EBIT: CHF 1.9 Mio.) FY17 CHF 7.4 Mio. (EBIT: CHF 2.4 Mio.)
# Mitarbeiter (Köpfe)	+/- 30		
Preis- kategorie	offen		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt Strom		
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Garagenbetrieb Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz				
Branche	Garagenbetrieb				
Titel	Gut verankerter Garagenbetrieb mit Markenbewilligung sucht Nachfolger				
Kurz- beschreibung	Die Garage verkauft Neu-und Occasionsfahrzeuge einer bekannten Marke. Zusätzlich ist sie Anlaufstelle für diverse Reparaturen sowie Servicearbeiten. Zwecks Nachfolgeregelung suchen die aktuellen Inhaber einen Käufer.				
Umsatz- kategorie	CHF 1 bis 2 Mio.				
# Mitarbeiter (Köpfe)	<10				
Preis- kategorie	offen				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	x beides
Referenz	Garagenbetrieb				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
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 Farben Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz					
Branche	Herstellung von Farben					
Titel	Farbenhersteller und Händler sucht neuen Eigentümer					
Kurz- beschreibung	Das Kerngeschäft des Unternehmens beinhaltet die Herstellung und den Handel mit Farben und Putzen für das Baugewerbe. Die Firma ist in der Region gut verankert und hat langjährige Kunden die regelmässig beliefert werden. Der aktuelle Inhaber möchte die Firma altersbedingt verkaufen und sucht einen geeigneten Nachfolger.					
Umsatz- kategorie	CHF 500'000 bis 2 Mio.					
# Mitarbeiter (Köpfe)	<10					
Preis- kategorie	offen					
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input type="checkbox"/>	beides
Referenz						
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr					

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
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-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Kleinere Bauunternehmung				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				


SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Hotel & Gastro Sell-side



Region	Switzerland - Canton Ticino		
Industrial sector	Hotel & Gastro		
Title	Sale / Takeover opportunity		
Short description	The company manages a hotel activity in Canton Ticino (Region Bellinzona) with 23 rooms. The restaurant in the same building offers some specialties with products from local producers with internal places (three dining rooms) for 150 to 186 persons and an external place (two terraces) for around 120 persons. The hotel is a perfect starting point for trips and excursions with bikes.		
Category of turnover	CHF 2 to 5 Mio.		
# employees (heads)	31		
Category of price	CHF 500'000 to 2 Mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project TICINO		
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Immobilien-gesellschaft Firmenangebot - Verkauf - Nachfolge 	
Region	Zentralschweiz und Mittelland
Branche	Immobilien-gesellschaft
Titel	Immobilien-gesellschaft mit Gewerbeliegenschaft
Kurz- beschreibung	In der Immobilien-gesellschaft ist ein spannendes Gewerbeobjekt enthalten, welches bereits an einen langjährigen Mieter vermietet wird. Die Liegenschaft befindet sich im Baurecht.
Umsatz- kategorie	CHF < 500'000
# Mitarbeiter (Köpfe)	1
Preis- kategorie	CHF 1 Mio. bis 1.2 Mio.
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement <input type="checkbox"/> nur Management-ka-pazität <input checked="" type="checkbox"/> beides
Referenz	Immobilien-gesellschaft
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Immobilienportal Firmenangebot - Verkauf - Nachfolge 	
Region	Österreich
Branche	Immobilienportal
Titel	Investitionsmöglichkeit in ein etabliertes Immobilienportal
Kurz- beschreibung	<p>Zum Verkauf stehen 100 % der Anteile an einem etablierten Immobilienportal mit Schnittstellen zu selbstständigen Immobilienmaklern und Bauträgern.</p> <p>Investment Highlights:</p> <ul style="list-style-type: none"> ▪ Bewährtes Immobilienportal seit 2010 ▪ 2016/2017 bereits über 27.000 Immobilien in ca. 40 Ländern weltweit mit Schwerpunkt Österreich und Deutschland ▪ Gesteigerte Bekanntheit in Österreich durch nachhaltige Werbemaßnahmen (z.B. Radio, Messestände und Zeitungsinserate) ▪ Aktive Kooperation mit Immobilienmaklern und Bauträgern ▪ Keine Personalkosten aufgrund selbständiger Makler ▪ Entwicklungsmöglichkeit der Website im Bereich Werbung und Vermarktung
Umsatz- kategorie	n.a.
# Mitarbeiter (Köpfe)	n.a.
Preis- kategorie	n.a.
Erwartetes Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Referenz	n.a.
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Luxury Real Estate Brokerage Sell Side



Region	Austria - Global
Industrial sector	Real Estate Brokerage
Title	Opportunity to acquire one of the top luxury real estate brokerages in Austria
Short description	<p>Project Aurum is one of the designated luxury real estate specialists in Austria and presents an impressive collection of elite homes in prime locations offering outstanding architecture and luxurious design with the best of contemporary materials and latest technology. Project Aurum provides access to unparalleled resources and exemplary client service for those wishing to buy, sell or invest in the global real estate market.</p> <p>Investment Highlights:</p> <ul style="list-style-type: none"> • Highly successful family business with many years of experience in second generation • A highly praised, knowledgeable team of real estate specialists • Office space located in a prime location in the heart of Vienna and the innovative branch office in Beijing (China) guarantees a deep connection to all luxury listings • Showroom in a first-class Viennese location offers an initial glance at the most exclusive homes • High-end portfolio offering the most exclusive and exceptional properties in Vienna and around the world with a value of approx. 5 bn euro • A close exclusive partnership with Christie's International Real Estate allows for global network offering exclusive home and luxury real estate services to buyers and sellers worldwide • Most luxurious, private villas sold in Vienna in the years 2015-2017 • Tailor-made services including extraordinary VIP services • Detailed inspection of potential objects by dedicated real estate experts to guarantee sustainable value and excellent quality • Development of a highly individual requirements profile for each client as well as utmost professional consulting in the decision making process • Exceedingly innovative pioneer in marketing measures with a high-end custom-designed IT solution as well as an exclusive and outstanding own luxury magazine (including in-house editor, photographer, etc.)
Category of turnover	EUR 2 to 5 Mio.
# employees (heads)	11 to 20
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Aurum
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Maschinen- und Anlagenbauer Firmenangebot - Verkauf - Nachfolge



Region	Österreich
Branche	Maschinen und Anlagenbau
Titel	Verkauf eines erfolgreichen Familienunternehmens mit eingespieltem Team und langjährigem Markt Know-How
Kurz- beschreibung	<p>Projekt Artis ist in der Herstellung und Bearbeitung von maßgeschneiderten Metallkonstruktionen tätig und produziert für Kunden aus der Industrie individuelle Schaltschränke und Schaltplute - jeweils in Klein- und Großserien. Darüber hinaus werden Bedienkonsolen, Tragsysteme, Baugruppen für Vakuum- und Heizkühlaggregate sowie Sonderkonstruktionen für Maschinenbauteile angefertigt.</p> <p>Investment Highlights:</p> <ul style="list-style-type: none"> • Erfolgreiches Familienunternehmen mit über 15 Jahren Erfahrung • Eingespieltes Team mit langjährigem Markt Know-How und exzellentem Fachwissen im Bereich der Herstellung von Metallkonstruktionen • Langjährig erprobte Sonderkonstruktionen sowie anerkannte Konstruktionsmerkmale • Diversifizierte Kundenstruktur aus allen industriellen Bereichen, wie z.B. der Druck-, Transport- und Anlagenbauindustrie sowie aus dem öffentlichen Sektor • Hohe Kundenzufriedenheit durch individuelle Kundenbetreuung und Serviceorientierung - sowohl im Vertrieb als auch in der Abwicklung
Umsatz- kategorie	EUR 1 bis 2 Mio.
# Mitarbeiter (Köpfe)	11 bis 20
Preis- kategorie	n.a.
Erwartetes Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both
Referenz	Projekt Artis
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Nachfolgeregelung eines profitablen Dienstleisters der Maschinenindustrie Firmenangebot - Verkauf - Nachfolge



Region	Deutschschweiz				
Branche	Herstellung von Metallerzeugnissen				
Titel	Profitabler Dienstleister der Maschinenindustrie steht aufgrund der Nachfolgeregelung zum Verkauf				
Kurzbeschreibung	<p>Das profitable Unternehmen aus der Deutschschweiz erbringt im Teile- und Systemzuliefererbereich wichtige Dienstleistungen für alle Branchen der Maschinenindustrie. Das Unternehmen zählt über 80 Mitarbeitende und hat einen sehr loyalen Kundenstamm. Nicht zuletzt wegen des hohen und über viele Jahre bewiesenen Qualitätsbewusstseins kann Parts auch Dienstleistungen für namhafte Kunden aus der Pharma- und Chemieindustrie erbringen.</p> <p>Die heutigen Geschäftsleitungsmitglieder und Besitzer der Firma, wollen nun rechtzeitig eine geordnete Nachfolgeregelung des Unternehmens angehen. Als Käufer wird in erster Linie an einen strategischen Käufer gedacht. Möglich ist auch ein geeigneter und fachlich bewanderter Unternehmer oder Finanzinvestor aus dem Industriebereich.</p> <p>Die erste Sparte des Unternehmens erbringt Dienstleistungen in der mechanischen Komplettbearbeitung. Dies beinhaltet CNC-Maschinen basierte Aufträge im Bereich des Bohrens, FräSENS und Drehens. Dabei werden Teile ab wenigen Millimetern bis hin zu sechs Tonnen im Kundenauftrag hergestellt. Zum anderen werden auch Konstruktionsschlossereiarbeiten (Heften, Schweißen, Blechbearbeitung) ausgeführt und dies mit den unterschiedlichsten Materialien (Baustahl, Edelstahl und Aluminium).</p> <p>In der zweiten Sparte erbringt das Unternehmen Dienstleistungen vom einfachen Zusammenbauen einzelner Teile bis hin zur umfassenden Montage ganzer Maschinen.</p>				
Umsatzkategorie	CHF 20 bis CHF 50 Mio.				
# Mitarbeiter (Köpfe)	51 bis 100				
Preiskategorie	-				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Managementkapazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt Parts				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Real Estate - Online Real Estate Portal Investment Opportunity



Region	Austria
Industrial sector	Online Real Estate Portal
Title	2018 Series A Round
Short description	<p>The company offers the optimal complete online solution for prospective buyers of new properties, as well as for property developers, project developers and brokers.</p> <p>The company is looking for investors with expertise in the real estate industry and an international real estate network. The target volume is around EUR 2 - 3 Mio. in this investment round.</p>
Category of turnover	< EUR 500,000
# employees (heads)	11 to 20
Category of price	n/a
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Square
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Sonderleuchtenbau Firmenangebot - Verkauf - Beteiligung



Region	Schweiz - Deutschschweiz				
Branche	Herstellung und Handel von Beleuchtung				
Titel	Sonderleuchtenbauer / Lampen / LED-Beleuchtungen				
Kurz- beschreibung	<p>Das Projekt REFLEXION steht für den Verkauf eines etablierten (seit 60 Jahren), familiengeführten Schweizer Unternehmens im Lichtbereich. Der Name der Unternehmung verfügt über einen hohen Bekanntheitsgrad. Das Unternehmen besticht durch einzigartige Lösungen im Sonderleuchtenbau, in der Eigenproduktion von Serienleuchten, und bietet technische und Design-Markenvertretungen an. Das Unternehmen ist im stark wachsenden LED-Markt tätig und besetzt dort eine klare Nische!</p> <p>Im LED-Markt werden zwar keine revolutionären Entwicklungen erwartet, doch vernetzte Leuchten und Li-Fi werden den Markt zunehmend beeinflussen. Im Markt findet derzeit eine Konsolidierung sowie eine zunehmende Verdrängung statt. So haben die Top fünf Anbieter in der Schweiz einen Marktanteil von 60%, was rund CHF 300 Mio. entspricht.</p> <p>Das Unternehmen ist im Segment Sonderleuchten (kundenspezifische Lösungen) gut platziert. Ausserdem verfügt die Unternehmung über langjährige Erfahrungen in der Eigenproduktion für Serienleuchten. Alle Kompetenzen zur Erstellung solcher Leuchten sind betriebsintern verfügbar. Darüber hinaus werden viele Standardprodukte mit hohen Margen hergestellt. Zusätzlich bestehen auch attraktive Generalvertretungen von Handelsprodukten, die einen grossen Gewinn abwerfen. Die angebotenen Dienstleistungen und Produkte befinden sich im mittleren bis oberen Preissegment. Das Unternehmen konnte in den letzten Jahren mehrere Projekte mit namhaften Kunden realisieren.</p> <ul style="list-style-type: none"> • Mehr als 2/3 des Umsatzes wurde im Projektgeschäft erwirtschaftet. Rund 1/3 des Umsatzes wird aus den Geschäftsaktivitäten mit Elektroplanern erzielt. • Der Auftragseingang liegt aktuell (Juli 2017) bei CHF 1.8 Mio. Der Stand der Offerten (Juli 2017) liegt bei CHF 8.0 Mio. In der Vergangenheit wurde eine Hit-Rate von ca. 60% erzielt. Entsprechend geht man von einem Umsatz für 2017 von CHF 6.6 Mio. aus. 				
Umsatzkategorie	CHF 5.0 bis 10.0 Mio.				
# Mitarbeiter (Köpfe)	11 bis 20				
Preiskategorie	CHF 2.0 bis 5.0 Mio.				
Erwartetes Engagement	<input checked="" type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input checked="" type="checkbox"/> Beides
Referenz	Projekt REFLEXION				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Software Firmenangebot - Verkauf - Nachfolge



Region	Gesamte Schweiz und Ausland				
Branche	Software				
Titel	Projekt PILATUS - Verkauf Marktführer für Kanzleimanagement Software				
Kurz- beschreibung	<p>PILATUS ist mit über 5.600 Benutzern bei über 900 Klienten Schweizer Marktführer im Segment Kanzleimanagement-Software für Anwaltskanzleien und Rechtsabteilungen. PILATUS hat seine Produktführerschaft durch kontinuierliche Investitionen in fachspezifische Funktionen und eine moderne, auf Microsoft Technologien basierte Architektur und Oberfläche untermauert und bietet heute eine umfassende, gleichzeitig jedoch extrem nutzerfreundliche Komplettlösung für die anwaltliche Arbeit.</p> <p>PILATUS wird sowohl für Einplatzanwendungen als auch als bei international agierenden Grosskanzleien mit über 200 Nutzern eingesetzt.</p> <p>Vertrieb und Support der Software erfolgen sowohl über ein kleines Netz von spezialisierten Vertriebspartnern, als auch direkt über einen Webshop und Self-Service bzw. E-Mail Support. Das Geschäftsmodell von PILATUS ist auf Effizienz getrimmt mit extrem niedrigen Fixkosten und einer überdurchschnittlich hohen Marge bei gleichzeitig überaus effektivem Innovations- und Produktentwicklungsprozess.</p> <p>Die Strategie von PILATUS zielt klar auf weiteres Wachstum ab, sowohl mit Bestandskunden als auch mit Neukunden im bestehenden und in weiter zu erschließenden Marktsegmenten. Ein Engagement ist besonders für einen Strategen oder einen Nachfolger interessant, der jetzt in einer frühen Phase der Strategieumsetzung die Chance zum Kauf dieses attraktiven Assets zu einem idealen Zeitpunkt wahrnehmen kann.</p> <p>Der Verkäufer plant, spätestens 2020 in den Ruhestand zu gehen und steht bei Bedarf auch bis dahin zur Verfügung, um eine erfolgreiche Übergabe zu gewährleisten.</p>				
Umsatz- kategorie	CHF 1 bis 2 Mio.				
# Mitarbeiter (Köpfe)	<10				
Preis- kategorie	CHF 2 bis 5 Mio.				
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	X Beides
Referenz	Projekt PILATUS				
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Transport und Entsorgungslogistik Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz					
Branche	Transport und Entsorgungslogistik					
Titel	Inhabergeführte Unternehmung sucht einen neuen Eigentümer für profitable Geschäftssparte					
Kurz- beschreibung	<p>Im Rahmen einer Nachfolglösung sucht eine inhabergeführte Unternehmung im Raum Nordwestschweiz einen Käufer für ihre profitable Unternehmenssparte (mittels Asset Deal), welche ihr Kerngeschäft im Transport und der Entsorgungslogistik hat.</p> <p>Die Unternehmenssparte ist im Markt gut etabliert und genießt einen ausgezeichneten Ruf. Hohe Servicequalität und langjährige Kundenbeziehungen bilden die Grundlage für eine erfolgreiche Geschäftstätigkeit und sind ein Garant für eine erfolgreiche Zukunft.</p>					
Umsatz- kategorie	CHF 500'000 bis 1 Mio.					
# Mitarbeiter (Köpfe)	< 10					
Preis- kategorie	offen					
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input checked="" type="checkbox"/>	beides
Referenz	Nachfolgelösung					
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr					

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Zeitschriften / Presse Online Shops Verkauf von Unternehmen oder Kapitalbeschaffung



Region	Schweiz & Österreich		
Branche	Presse Online Shops		
Titel	Verkauf von 4 SEO-optimierten Verkaufsplattformen		
Kurzbeschreibung	4 Top Google Ranking positionierte und nicht lager- sowie ortschaftsgebundene Verkaufsplattformen zu verkaufen. Das gesamte Business ist online basiert. Keine Lagerkosten.		
Umsatzkategorie	CHF 500'000 bis 1 Mio.		
# Mitarbeiter (Köpfe)	< 10		
Preiskategorie	CHF 2 bis 5 Mio.		
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Managementkapazität	<input checked="" type="checkbox"/> beides
Referenz	Presse Online Shops		
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Amusement park - South of France Sellside



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

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Clean Energy Sellside



Region	Italy
Industrial sector	Energy
Title	Clean Energy Fundraising Project
Short description	<p>The Clean Energy Company is an innovative start up established in October 2016, headquartered in Università degli Studi di Milano Bicocca (UNIMIB), which is an Italian University, under the Materials Science Department.</p> <p>The mission of the Company is to provide an innovative solution in order to save energy and reduce the consumption level of buildings of new generation through the development of an innovative technology for Luminescent solar concentrators. In particular, the Company produces transparent photovoltaic cells that can be installed in the facades of buildings as glass windows.</p> <p>After its establishment, in June, 2017, the Company raised € 300 k through an Italian equity crowdfunding platform.</p> <p>In the first semester of 2018 the Company is looking for € 2.250 mln fresh capital. Considering a pre-money valuation about € 9 mln, the offered stake, if core founders do not dilute, will be equal to 20%.</p>
Category of turnover	n.a.
# employees (heads)	More than 10 people involved
Category of price	n.a.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Clean Energy Fundraising Project
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Computer programming, data processing Sellside



Region	Europe
Industrial sector	Computer programming, data processing, and other computer related services
Title	Divestment of „ODIN“
Short description	<p>The company is a Danish company that supplies IT solutions and consulting services to the Scandinavian market.</p> <p>The company would like to do a divestment of the hardware business, and sourcing of the related hardware consultancy services.</p>
Category of turnover	DKK > 100 mio.
# employees (heads)	21 to 50
Category of price	DKK 15 bis 50 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both
Reference	Project „ODIN“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Customized steel stair case and balcony solutions Sell side



Region	Denmark
Industrial sector	Constructs steel stair case and balcony solutions
Title	Growth opportunity and a well-operated add on for a larger corporation
Short description	<p>The company has a huge growth potential with the right strategic and operational management and a capital increase. The company will easily fit as an add on to larger established corporation within the industry. The company operates and serves all Northern Europe with the strongest market share in Copenhagen and Oslo. The staircases are often customized for a given customer, however it is possible to design a more standardized stair-case.</p> <p>Potential buyer:</p> <ul style="list-style-type: none"> - A larger corporation within the construction industry looking to expand and gain a market share. - A potential buyer could be looking to expand their assortment - A potential buyer may already be a bigger player within the construction and manufacture industry and produce staircases and/or balconies already
Category of turnover	EUR 1 to 2 mio.
# employees (heads)	11 to 20
Category of price	EUR 2 to 5 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both
Reference	Project Upstairs
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Farm machinery and equipment Sellside



Region	Northern Europe
Industrial sector	3523 - Farm machinery and equipment
Title	Leading Northern European poultry manufacturer
Short description	The Company is a leading Northern European provider of poultry equipment targeting farmers dealing with broilers, layers, rearing and breeders with patented products and diversified and loyal customers
Category of turnover	EUR 10 to 15 mio.
# employees (heads)	21 to 50
Category of price	EUR 10 to 15 mio
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both
Reference	Project Poultry
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Hardware, and plumbing and heating equipment and supplies wholesale dealing in Sellside



Region	Europe
Industrial sector	5072 Hardware wholesale dealing in 5074 Plumbing and heating equipment and supplies wholesale dealing in
Title	Strategic opportunities in „Toolbox“
Short description	The Company sell tools, building materials, hinges and personal safety equipment, as well as related articles for the construction industry. Primarily B2B sales, and little B2C as well. The customer base is very diversified with no dependency of key customers. Offers nearly 30,000 unique item numbers. The Company has multiple divisions in Denmark spread across all parts of the country.
Category of turnover	EUR 20 to 50 mio.
# employees (heads)	51 to 100
Category of price	EUR 25 bis 50 mio.
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project „Toolbox“
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

High pressure hydraulic components Sellside



Region	Denmark
Industrial sector	High pressure hydraulic components
Title	Local industrial manufacuter selling globally wish to expand and scale business
Short description	<ul style="list-style-type: none"> • Manufacturer of high pressure hydraulic components having own production wish to expand operations and business. The company is located in the Scandinavia and all of the suppliers are located in Europe • The company is operating on a niche market offering its products on a world wide scale through a strong partner network with limited amount of competitors • The product is used in various industries and are ISO 9001 certified. The industries include automotive, heavy duty transportation, heavy tools, machine tools, military and aerospace.
Category of turnover	EUR 1 mio. to 5 mio.
# employees (heads)	N/A
Category of price	N/A
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both
Reference	Project Pressura
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Information technology consultant Sell side



Region	Denmark
Industrial sector	Information technology consultants (Microsoft Dynamics 365 NAV)
Title	Microsoft dynamics NAV reseller and consultancy (VAR)
Short description	<p>This company consults and guides a given company in the right direction, to optimize their clients' usage of Microsoft Dynamics NAV.</p> <p>Key points for a potential buyer:</p> <ul style="list-style-type: none"> - The company has had a CAGR of 5.81% from 2012 through 2017. - Reseller of Microsoft Dynamics NAV solution - Focus on Manufacturing & Production, and Transportation & Logistics - Proprietary NAV modules for selected verticals: Fashion and Production schools - Further proprietary NAV modules for specific business critical areas: EDI, Business intelligence, Payroll, Time and attendance and shop floor control - More than 200 clients with large accounts
Category of turnover	EUR 2 to 5 mio.
# employees (heads)	21-50
Category of price	EUR 2 to 5 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both
Reference	Project Formula 1
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Miscellaneous Manufacturing Industries Sell Side			
Region	Israel - Global		
Industrial sector	Miscellaneous Manufacturing Industries		
Title	Investment opportunity in a leading secondary lead smelter		
Short Description	<ul style="list-style-type: none"> • “LEAD” is a leading secondary lead smelter in the Middle East, supplying its products to many well-known battery manufacturers across Europe. • “LEAD” is considered a leading manufacturer within the lead sector, with strong reputation within the lead sector for its high quality and high level of efficiency, reliability, technical support and service. • The company is exporting approximately 70% of its output to various countries around the world, mostly to Europe, Africa and India. • 100% Share deal. • “LEAD” has made significant investments in recent years in order and this will to comply with current and future environmental requirements. • “LEAD” products are based on the company’s accumulated knowledge and vast experience in LEAD production including extrusions, castings and sheets. • EBITDA - \$4-5M. 		
Category of turnover	Revenue: ~\$40M		
Category of Price	USD 15 bis 50 mio		
# employees (heads)	50-100		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project LEAD		
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Pasta Sellside



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

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Printing Solutions Company - South of France Sellside



Region	France
Industrial sector	Printing industry
Title	Project GARAMOND - Opportunity to acquire a company offering full range print solutions located in South of France
Short description	<p>GARAMOND is a French dynamic company with more than 20 years in the printing, shaping and routing market industry. The GARAMOND's state-of-the-art facility is located in South of France.</p> <p>Offering customers unique and creative solutions through a large scope of services: Digital printing, Offset printing and also Web-to-Print advice & solutions. The customers' portfolio is growing year after year, containing prestigious references in different industries.</p> <p>Effective staff organization and steady investments, with latest generation machines added to strong equipment already in place, allow the company to respect high quality standards and deliver first-class products with competitive price.</p> <p>The financial situation of the company is healthy. Last year turnover amounted more than EUR 13 mio. The recurring EBITDA margin amounted around 8% of sales over the last years.</p> <p>100% of the shares of the company and its real estate are for sale.</p>
Category of turnover	EUR 10 to 15 mio.
# employees (heads)	51 to 100
Category of price	EUR 5 to 10 mio
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project GARAMOND
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr



SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

Real estate services Sellside



Region	Spain		
Industrial sector	Real estate services - Real estate agents and managers (SIC-Code 6531)		
Title	Sale of leading real estate agency in tier 1 vacational region in Spain		
Short description	The shareholder of the company has retained BDO as exclusive financial adviser for the sale of 100% of the shares. The company is engaged in the real estate agency in a tier 1 tourism area in Spain, focused in low middle market segment. The Company counts with c.11% market share in its area of influence with high demand of UK buyers. Sales and net profit for fiscal year 2017 stood at €1.6M and €0.7M.		
Category of turnover	EUR 1 to 2 mio.		
# employees (heads)	21 to 50		
Category of price	EUR 2 bis 5 mio.		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both		
Reference	Project Attic		
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EU- ROPE & MEDITER- RANEAN	REST OF THE WORLD

3D PRINTING Sell Side			
Region	Israel - Global		
Industrial sector	Manufacturing		
Title	Investment opportunity in a rapidly expanding pioneer in the emerging 3D Printing industry		
Short description	<ul style="list-style-type: none"> • Leading provider of large format 3D printing solutions, which was established by a group of experienced industry veterans from leading digital printing companies. • The Company presents the largest, fastest and most advanced large format 3D printing solution, based on proprietary technology. • The Company's patented technology enables objects to be 3D printed at remarkable size, speed, versatility and ease. • The Company offers its solutions to POP advertisers and agencies, product promotion experts, branding designers, retail stores, restaurants, shopping malls, theming environments developers, and more. 		
Financial High-lights	Revenue: \$8M EBITDA: \$1M		
# employees (heads)	40		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both		
Reference	Project 3D Printing		
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Airport Shuttle and Charter Services Provider Sellside



Region	Canada
Industrial sector	Bus Charter Service
Title	Airport shuttle and charter services provider in the Pacific Northwest
Short description	<p>Project Sunshine is a group of bus shuttle and charter companies operating in Northwest Canada and the US.</p> <p>The group maintains a strong market position, with exclusive customer contracts, and strong relationships with travel companies and ski tourism destinations in the region. Through three operating bus lines, the group offers chartered and scheduled bus runs with a fleet that can service up to 50 passengers.</p>
Category of turnover	CAD \$15 to \$20 million
# 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 Sunshine
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Anhydrous Ammonia Distributor Sellside



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

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Artisan Organic Bakery Sell-side



Region	Canada
Industrial sector	D20 (Food And Kindred Products)
Title	Artisan organic bakery serving foodservice operators and retailers.
Short description	<p>The company is an artisanal bakery business, producing nutritious, organic and natural products. The company holds numerous production certifications, and continuously re-searches new and innovative methods that create highly nutritious and great tasting outputs.</p> <p>The Company's niche brand is well known amongst its core consumer and its products are carried across several major retailers across Canada.</p>
Category of turnover	CAD 10 to 15 million
# employees (heads)	-
Category of price	-
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Rise
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Aviation - Luxury Charter Flights Investment Opportunity



Region	Global
Industrial sector	Aviation
Title	Unique opportunity to invest in one of the top luxury charter airlines worldwide
Short description	<p>The airline company is one of the leading providers of airline charter services to destinations on-demand worldwide. It currently operates 17 aircraft with its own flight crew. Its clients include international sports teams, music bands, royal families, corporate travel, HNWI and many more.</p> <p>The company has recorded revenues increases of 460 % over the past four years. Up to 40 % of the shares of the company are for sale.</p>
Category of turnover	EUR 50 to 100 Mio.
# employees (heads)	201 to 500
Category of price	n/a
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project Aviation
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Canadian Wine Producer and Distributor Sell-Side



Region	Canada
Industrial sector	0172 - Agricultural production of grapes 2084 - Manufacturing wine 5813 - Drinking places
Title	Producer of high quality, branded wine.
Short description	<p>The Company is a producer of wine, known by consumers for its high quality and reasonably priced products. It has established an attractive product portfolio, and a strong industry reputation.</p> <p>The Company has experienced success and is expanding its operations and sales volume. Located in the province of British Columbia, the Company sells its products primarily through the British Columbia Liquor Distribution Branch. The business includes an attractive real estate portfolio, with multiple growing operations, as well as a tasting room and bistro.</p>
Category of turnover	CAD 5 to 10 mio.
# employees (heads)	21 to 50
Category of price	
Engagement	<input checked="" type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project Vines
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
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 and Equipment Services Sell-side



Region	Canada
Industrial sector	A8 (Forestry) B14 (Mining And Quarrying Of Nonmetallic Minerals, Except Fuels) C17 (Heavy Construction Other Than Building Construction Contractors)
Title	Leading regional provider of heavy construction services and equipment rentals.
Short description	<p>A heavy construction equipment operator and rental services company. The company is focused on earth moving, land clearing, mining and forestry. It serves the primary resource-focused industries in its region, including forestry, mining and civil construction.</p> <p>The company's approach to the business has led to a strong service-focused reputation and brand that continues to drive new and recurring business. The company's strategically integrated business model combines an extensive equipment fleet, in-house mechanics, service staff and equipment transportation capabilities to their customers.</p>
Category of turnover	CAD 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 Dozer
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Depository institution Sellside



Region	Argentina
Industrial sector	Regional Bank
Title	Regional bank for sale
Short description	<p>NW Bank is a local private bank with more than 40 years of experience.</p> <p>The Bank is located in a province in the north west region of Argentina.</p> <p>The Bank has a total of 6,832 saving accounts and more than 300 checking accounts with more than 100 companies paying wages to their employees through the Bank. NW Bank has a 19 ATMs network.</p> <p>The funding strategy is based 100% in deposits and earnings re-investment.</p> <p>NW Bank has non operating assets for near US\$ 10 million.</p>
Category of turnover	USD 5 - 10 mio.
# employees (heads)	Approximately 120.
Category of price	Between USD 25 - 30 mio. for 100% deal.
Reference	"NW Bank"
Contact	<p>Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr</p>

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Energy Solutions Provider Sell-side



Region	Canada
Industrial sector	E49 (Electric, Gas and Sanitary Services)
Title	Intelligent energy solutions provider for energy consumers, distributors and producers.
Short description	<p>The company delivers innovative energy solutions to large energy consumers, energy distributors and energy producers. With customers across Canada and a variety of product and service offerings, the company is well-positioned in the Canadian energy market.</p> <p>The company's expertise in metering and smart grid integration, demand response, energy information & analytics and engineering services allows the company to offer its customers enhanced power system reliability and reduced energy costs.</p> <p>Currently, the company is aligned with favourable industry conditions. It will benefit from government incentives to increase energy efficiency, continued investment in Canada's grid infrastructure programs, growing energy costs and improving energy intelligence technology.</p>
Category of turnover	CAD 20 to 50 mio.
# employees (heads)	51 to 100
Category of price	-
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Reference	Project Platinum
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Industrial rubber cleaning products Sellside



Region	Argentina
Industrial sector	D-30-Rubber And Miscellaneous Plastics Products
Title	Rubber cleaning products industry for sale
Short description	<p>“Rubber clean“ is a leading company in rubber manufacturing with a track record of 30 years, the main products are floor dryers, pipe uncloggers, rubber fingers for the chicken industry.</p> <p>The factory is located in the southwest of Buenos Aires and the property is included in the value of the company.</p> <p>The buildinga assets valuation rounds USD 1.15 mio.</p>
Category of turnover	USD 1 to 2 mio.
# employees (heads)	Approximately 23.
Category of price	Between USD 4 mio. for 100% deal.
Reference	“Clean Rubber“
Contact	<p>Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr</p>

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Real Estate and Residential Investment opportunity



Region	Global
Industrial sector	Real Estate and Residential
Title	An investment opportunity in a unique development in the Algarve.
Short description	<p>Quinta do Sol is a unique development on a c.10 ha site in the "Golden Triangle" in the Algarve, Portugal and has been designed to be an attractive, secure landscaped gated community aimed at the over 55 year olds.</p> <p>Key characteristics and highlights:</p> <ul style="list-style-type: none"> • Approximately 300 one, freehold residential units for sale, being a mixture of one, two and three bedroom townhouses and apartments; • Support facilities: super market, sporting and medical facilities, nursing home, coffee shop, news agents/post office, hair dresser salon, restaurants, opticians, pharmacy and a club house including bar, restaurant, snooker room, fitness and spa room, indoor and outdoor pool. • 63 units already built at roof level • €18M equity Investment • To be completed and sold on a phased basis over 5 years • Development cost of €87M • Projected IRR is 50% with an NPV of €24.6M <ul style="list-style-type: none"> • This is a unique project offering assisted living with independence of ownership in the area. • It will be very attractive to Northern European retirees and golden visa opportunities exist for investors or buyers. • The project supports the Portuguese government's initiative to attract retirees from Northern Europe. • The Algarve is one of Europe's most popular tourist destinations, welcoming over 3.7 million tourists a year.
Category of turnover	-
# employees (heads)	-
Category of price	EUR 15 bis 50 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management X both
Reference	Project SOLARIS
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Swiss service partner in the automotive industry



Region	Global
Industrial sector	Engineering and related services (automotive)
Title	Succession planning of a Swiss service partner
Short description	<p>Project Lindt represents the succession of a Swiss-based internationally active Engineering company founded in 2004.</p> <p>The Company engineers and delivers customized tools for tier-1 supplier and automotive OEMs adhering to European standards & quality specifications. Lindt acts as European service partner for high-margin, after-sales services in Switzerland, Germany, Mexico and Slovakia. The main activity comprises of designing and engineering of the tools. The production itself is outsourced to high-quality Chinese tool makers. The Company thereby takes over the responsibility for the project management and the quality testing to meet the high European standards and quality directives.</p> <p>Lindt employs roughly 25 people, has long-standing experience and is well connected within the automotive industry on a global scale.</p> <p>Lindt's strengths lies in the parts design, tool development and the engineering of the tools for the automotive industry. The Company builds the tools for producing plastic injection molding parts (one - or multi component), aluminum heat shields or acoustic absorption mats. The production is outsourced to excellent, high-quality Chinese tool makers that offer the best combination of price and performance. In order to guarantee for high quality tools, adhering to European norms, the project management - including the quality testing - is taken care of by Lindt's in-house engineers. The company also takes the overall responsibility for the delivery of the tools around the globe.</p>
Category of turnover	CHF 15 Mio. to CHF 20 Mio.
# employees (heads)	21 to 50
Category of price	CHF 12 Mio.
Engagement	<input type="checkbox"/> Just financial <input type="checkbox"/> Just management <input checked="" type="checkbox"/> both
Reference	Project Lindt
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

BUYING A COMPANY / PARTICIPATION OR INVESTING



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.

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

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



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

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Baubranche / Baunebenbranche Kaufgesuche - Beteiligungen - Investment



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


SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
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-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz	Projekt Unternehmensnachfolge		
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

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


SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Energieversorgung / erneuerbare Energien Kaufgesuch



Region	Deutschschweiz, Süddeutschland		
Branche	Dezentrale Energieversorgung / erneuerbare Energien		
Titel	YELLOW LINE		
Kurz- beschreibung	<p>Bei unserem Kunden handelt es sich um einen in seinem Marktgebiet führenden Energiedienstleister, der traditionelle Werte verkörpert und sich mit innovativen und nachhaltigen Produkten und Dienstleistungen für die Zukunft rüstet. Unser Kunde beabsichtigt im Rahmen der Wachstumsstrategie seine derzeitigen Geschäftsaktivitäten in den Bereichen dezentrale Energieversorgung und Energiedienstleistungen auszubauen.</p> <p>Unser Kunde investiert stark in die dezentrale Energieversorgung mit erneuerbaren Energien im Bereich Wärme, Kälte und Strom. Dies erfolgt mit verschiedenen Technologien, seien es Energieverbünde, Wärmepumpen, Photovoltaikanlagen, Windenergie oder intelligente kombinierte Lösungen für Objekt und Arealversorgungen.</p> <p>Im Geschäftsfeld der Energiedienstleistungen baut unser Kunde sein Angebot laufend aus und bedient Private, Unternehmen und Gemeinden mit verschiedenen Produkten und Dienstleistungen. Dank umfassendem Know-how werden optimale Lösungen zur effizienten Nutzung von Energie angeboten.</p> <p>Mittels Firmenübernahmen will unser Kunde anorganisch wachsen. Start-Up's oder start-up ähnliche Firmen sind nicht von Interesse.</p>		
Umsatz- kategorie	CHF 5-20 Mio.		
# Mitarbeiter (Köpfe)	10-30 Mitarbeiter		
Preis- kategorie			
Erwartetes Engagement	<input type="checkbox"/> nur finanzielles Engagement	<input type="checkbox"/> nur Management- kapazität	<input checked="" type="checkbox"/> Beides
Referenz	Projekt YELLOW LINE		
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

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

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Immobilien / Immobiliennebenbranche Buy Side



Region	Österreich, DACH
Branche	Immobilien naher Bereich
Titel	Wachstumsorientiertes Familienunternehmen in der Immobilienprojektentwicklung sucht Expansionsmöglichkeiten in immobilien nahen Branchen
Kurzbeschreibung	<p>Die Gesellschaft ist ein österreichisches Familienunternehmen in der Immobilienprojektentwicklung. Die Stärke des Unternehmens ist ein umfassendes Dienstleistungsportfolio rund um die Immobilie - von der Standortanalyse über die Bauabwicklung bis hin zur laufenden Betreuung und Verwertung. Auf diese Weise gewährleistet das Unternehmen ihren Kunden eine optimale Bewirtschaftung ihrer Immobilie und sichern den nachhaltigen Erfolg der Investition.</p> <p>Der Expansionsfokus liegt in Österreich und der DACH-Region auf folgenden Branchen:</p> <ul style="list-style-type: none"> • Facility Management • Reinigungsbranche • Energie- und Gebäudetechnik • Hausverwaltungen • Sicherheitsmanagement & Überwachungssysteme • Kanal- u Rohrtechnik • Wasserschaden-, Brandschadensanierung u Entfeuchtung • Aufzugswartung • Betriebshygiene <p>Das Target-Unternehmen sollte einen Umsatz zwischen EUR 10 Mio. und 100 Mio. erwirtschaften und über ein positives Ergebnis verfügen.</p>
Umsatzkategorie	EUR 10 Mio. bis EUR 100 Mio.
# Mitarbeiter (Köpfe)	n.a.
Preiskategorie	n.a.
Erwartetes Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> both
Referenz	n.a.
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SELLING A COMPANY OR RAISING CAPITAL			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Service / Unterhalt Raumklimasysteme Kaufgesuch



Region	Schweiz				
Branche	Service/Unterhalt Raumklimasysteme				
Titel	Projekt BLUE POWER				
Kurz- beschreibung	Unser Kunde beabsichtigt im Rahmen der Wachstumsstrategie seine derzeitigen Geschäftsaktivitäten auszubauen. Insbesondere umfasst dies den Handel, Vertrieb, Service und Unterhalt von Raumklimasystemen, Warmwassersystemen und Systemen des dezentralen Energiemanagements (z.B. Wärmeerzeugung, Heizkessel, Wärmepumpen, Wärmeverteilung). Installationsfirmen liegen nicht im Suchfokus.				
Umsatz- kategorie	CHF 0.2 -10.0 Mio.				
# Mitarbeiter (Köpfe)					
Preiskategorie/ (Preisvorstel- lung)					
Erwartetes Engagement	<input type="checkbox"/>	nur finanzielles Engagement	<input type="checkbox"/>	nur Management-ka- pazität	<input checked="" type="checkbox"/> beides
Referenz					
Kontakt	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Industrial sector - see legend below
Type of transaction - see legend below



Region	Europe - Denmark
Industrial sector	IT Consulting
Title	Strategic digital advisor
Short description	One of the strongest digitalization agencies in Denmark seeks new partner to exploit unique market position
Category of turnover	EUR5 mio.
# employees (heads)	48
Category of price	EUR5-10 mio.
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project PLUS
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

SALE MANDATES-COMPANY PROPOSALS-SUCCESSION			BUYING A COMPANY / PARTICIPATION OR INVESTING		
SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD	SWITZERLAND, GERMANY, AUSTRIA, LIECHTENSTEIN	REST OF EUROPE & MEDITERRANEAN	REST OF THE WORLD

Security Buyside



Region	Italy
Industrial sector	7381-Detective, guard and armored car services
Title	Project Security
Short description	<p>The Italian leading Integrated Facility Management operator and the Israeli leading security and janitorial company established a Newco in order to penetrate the Italian armed security services market. The Italian company holds 40% of the Newco, while the remaining 60% is in the hands of the Israeli one.</p> <p>The services offered by the Italian leading operator can be grouped into two main areas:</p> <ul style="list-style-type: none"> Facility Management Services - property management and maintenance services (environmental hygiene, technical and maintenance services, landscaping, logistics, auxiliary services, heat management) Specialty services - Laundering & Sterilisation (linen rental and industrial laundering, linen and surgical instrument sterilisation for the health care field), lighting, installation and maintenance of elevating systems, project & energy management, document management, building constructions, fire prevention systems and video surveillance <p>The services offered by the Israeli leading operator can be grouped into four main fields:</p> <ul style="list-style-type: none"> security, central monitoring and low-voltage, cleaning and maintenance, outsourcing. <p>The Group's principal centres are located in Tel Aviv, Jerusalem, Ben Gurion Airport, Haifa the Sharon area and Beer Sheva, whereby each of the branches offers customers a wide range of services and serves as a One Stop Shop for their requirements.</p> <p>The aim of the Newco is the acquisition of the majority or 100% of the target shares.</p> <p>The target should satisfy the following strategic criteria:</p> <ul style="list-style-type: none"> core business focused on armed security services Wide government authorizations and certifications to operate in different Italian geographic areas (especially in the mid and northern Italy) Low technology support No specific requirements in terms of revenue range
Category of turnover	The net sales 2016 of the majority stakeholder of the Newco (the Israeli company) reached approx. € 143 mio.
# employees (heads)	The number of employees in 2016 was about 7.200
Category of price	n.a.
Engagement	<input type="checkbox"/> just financial <input checked="" type="checkbox"/> just management <input type="checkbox"/> both
Reference	Project Security
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr

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Adhesive Manufacturing Buy Side			
Region	Israel - Global		
Industrial sector	Manufacturing		
Title	Investment opportunity in a leading manufacturer of polymer formulations		
Short description	<ul style="list-style-type: none"> Leading manufacturer of polymers formulations for use in a wide range of applications. Over 80 years of extensive experience in the field of adhesives, working closely with customers providing adhesion and other solutions tailored to their specific needs. The Company specializes in the following product lines: industrial adhesives, agricultural pests control, textile reinforcement and tires sealants. The Company form and adjust the polymer formulation to specifically address the physical, chemical and environmental conditions and challenges throughout the product lifecycle at the hands of end users. <u>Acquisition Strategy:</u> <ol style="list-style-type: none"> Targets with strong presence and solid customer base in market segments similar to those served by “Adhesive”, providing a platform for increased growth by the introduction of “Adhesive’s” formulations. Targets with exclusive technology or unique formulations, serving advanced industries. Geography: Europe. Preference for areas which serve a significant manufacturing environment with many large potential clients such as Germany, Poland and Hungary. Acquired Ownership: majority holdings of 51% up to 100%. Preference for 60% -80% where existing owners are willing to continue and manage the business with a significant minority holding. Deal Size: up to \$10M. 		
Financial Highlights			
# employees (heads)	-		
Engagement	<input type="checkbox"/> just financial <input type="checkbox"/> just management <input checked="" type="checkbox"/> Both		
Reference	Project Adhesive		
Contact	Thibaut BAPTISTE +33 1 58 36 04 30 thibaut.baptiste@bdo.fr		

CONFIDENTIALITY

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

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

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

OUR SERVICES WITHIN M&A

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

CONTACT INFORMATION

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

Contacts

CORPORATE FINANCE

43-47 Avenue de la Grande-Armée
75116 Paris
France

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

Stéphane HINCOURT

Partner - Transaction Services
+33 6 13 01 17 13

Stephane.hincourt@bdo.fr

Thibaut BAPTISTE

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

Thibaut.baptiste@bdo.fr