



M&A-BULLETIN OKTOBER 2014

(Deutsche Ausgabe)

► AUSZUG AUS DEN M&A-KAUF- UND VERKAUFSMANDATEN VON BDO

DANK DES 60-SEKUNDEN ÜBERBLICK VERSCHAFFEN SIE SICH IN KÜRZESTER ZEIT EINE GESAMTÜBERSICHT.

Geschätzte Leserinnen und Leser

Das M&A-Team von BDO International ist stolz, Ihnen die Oktober 2014 Ausgabe des BDO M&A-Bulletin zu präsentieren.

Im BDO M&A-Bulletin werden auszugsweise Mandate veröffentlicht, bei denen BDO schriftlich zu einem Kauf- oder Verkaufsmandat beauftragt worden ist. Die Informationen werden in anonymisierter Form wiedergegeben.

Das Projekt wird jeweils in der Sprache veröffentlicht, die dem potentiellen Interessenten am ehesten entgegen kommt. Für den Inhalt der Veröffentlichung und der gewählten Sprache ist der Projektleiter verantwortlich.

Nicht aufgeführt sind Unternehmen, für die nur eine spezifisch definierte Käuferschaft resp. Verkäuferschaft in Frage kommt oder für welche die Vertraulichkeit aufgrund der Grösse oder der Exklusivität des Geschäftes nicht gewährleistet wäre.

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Anfragen zu den einzelnen aufgeführten Projekten richten Sie bitte direkt an die angegebenen Projektleiter oder an die angegebenen Ansprechpartner für M&A Transaktionen in der jeweiligen Region (siehe Seite 107 und folgende).

► BDO VERFÜGT ÜBER EINE EIGENE M&A-DATENBANK

IN DIESER M&A-DATENBANK WERDEN NEBEN DEN HIER AUFGEFÜHRTEN PROJEKTEN LAUFEND AKTUELLE INFORMATIONEN ÜBER WEITERE NATIONALE UND INTERNATIONALE VERKAUFS- UND KAUFPROJEKTE VERWALTET.

Aufgrund der Sensibilität der Informationen haben lediglich ausgewählte Mitglieder des M&A-Team von BDO Zugriff auf die BDO-eigene M&A-Datenbank.

Sollten Sie an Kaufs- oder Verkaufsprojekten interessiert sein und Sie finden in unserem M&A-Bulletin kein Projekt, welches Ihren Vorstellungen entspricht, wenden Sie sich bitte direkt an den angegebenen Ansprechpartner für M&A-Transaktionen in Ihrer Region. Gerne wird er Ihnen weiterhelfen.

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► BDO WELTWEIT

GRÖSSE INTELLIGENT EINSETZEN

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"BDO Member Firms" sind voneinander unabhängige, rechtlich selbständige Einheiten in ihrem jeweiligen Land.

► 60 SEKUNDEN ÜBERBLICK

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FIRMENANGEBOTE - VERKAUF - NACHFOLGE



Die nachfolgende Liste gibt Ihnen eine Übersicht von ausgewählten Unternehmen, deren Verkauf bzw. Nachfolgeregelung BDO im Bereich Corporate Finance betreut. Neben den hier aufgeführten Projekten betreut BDO weitere Verkaufsmandate.

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

EDUCARIS Firmenangebot - Verkauf - Nachfolge 	
Region	Zürich und Bern
Branche	Management Ausbildung im Gesundheitswesen
Titel	Nachfolgeregelung/Verkauf der Gesellschaft
Kurz- beschreibung	EDUCARIS wurde 1993 gegründet und bietet Management-Ausbildungen und Coaching für Personal im Gesundheitswesen an. Das Leistungsangebot basiert auf langjährigen Erfahrungen im Profit- und Nonprofit-Bereich sowie auf breitem betriebswirtschaftlichem und betriebspsychologischem Know-how. Der hohe Qualitätsanspruch in Ausbildung und Beratung verlangt von uns eine ganzheitliche, umfassende Sichtweise. Das konsequente Einbeziehen von harten und weichen Faktoren prägt unser Ausbildungs- und Beratungsverständnis. Das Angebot ist auf die spezifischen Bedürfnisse und auf die Praxis unserer Kunden abgestimmt. Das Ausbildungsprogramm umfasst ausschliesslich betriebswirtschaftliche Management-Ausbildungen und Coachings, die die Fachausbildung ergänzen. Die Abschlüsse auf Stufe CAS und MAS werden teilweise in Kooperation mit zwei namhaften Hochschulen durchgeführt. Gemäss verschiedenen Studien steigt der Bedarf nach gut ausgebildetem Personal im Gesundheitswesen stetig. Demographische Aspekte und das kontinuierliche Wachstum der Kosten sind nur zwei Gründe von etlichen, die aufzeigen wie bedeutend dieser Sektor volkswirtschaftlich ist. EDUCARIS realisiert kontinuierlich wachsende Umsätze auf über CHF 2 Mio. Dank einer schlanken Kostenstruktur kann man eine ausgezeichnete Profitabilität von durchschnittlich CHF 500'000 ausweisen. Die Gründer und Eigentümer wünschen den Verkauf von 100% der Aktien und stehen dem Käufer für eine definierte Uebergangszeit in der Führung der Institution zur Verfügung. Auch ein weiteres Engagement als Dozenten ist denkbar. Optionen für den Käufer: Die Institution ist in erster Linie für einen strategischen Käufer interessant. Es kommt aber auch eine Einzelperson in Frage, die mit den genannten externen Institutionen die Partnerschaft weiter führt.
Umsatz- kategorie	ca. CHF 2 Mio.
# Mitarbeiter	10 bis 15
Preiskategorie/ (Preisvorstellung)	CHF 2.8 Mio.
Erwartetes Engagement	☒ Kauf von 100% der Aktien ☒ ggf. sukzessive Uebernahme durch eine Privatperson
Referenz	Projekt EDUCARIS
Kontakt	Martin Niederberger +41 44 444 36 96 martin.niederberger@bdo.ch

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Fenstersysteme Firmenangebot - Verkauf - Nachfolge 	
Region	Schweiz - Deutschschweiz
Branche	Fenstersysteme
Titel	Profitabler Anbieter von Fenstersystemen zum Verkauf
Kurz- beschreibung	Ein Schweizer Traditionsunternehmen in Familienbesitz sucht zwecks strategischer Überlegungen einen Käufer für ihren Betrieb im Bereich Fenstersysteme. Dieser umfasst den folgenden Tätigkeitsbereich: • Beratung • Konstruktion und Planung • Projekt- und Montageleitung • Servicedienstleistungen Die Unternehmung überzeugt mit einem vielfältigen Produkt- bzw. Materialangebot und wird somit den spezifischen Bedürfnissen seiner Kunden gerecht. Die Produkte erfüllen höchste Ansprüche an Energieeffizienz und Sicherheit. Die Fenstersysteme werden in Fremdproduktion hergestellt. Es bestehen jedoch diesbezüglich keine Verpflichtungen mit den Lieferanten. Das eingespielte und motivierte Team garantiert mit den Vertriebsstrukturen einen unmittelbaren Umsatzbeitrag von rund CHF 5 Mio. Im Rahmen des Verkaufs wird ein Asset Deal angestrebt.
Umsatz- kategorie	Ca. CHF 5 Mio.
# Mitarbeiter (Köpfe)	10
Preis- kategorie	Verhandlungssache
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Management-kapazität ☒ beides
Referenz	Projekt Fenstersysteme
Kontakt	Roger Küng +41 62 834 92 32 roger.kueng@bdo.ch

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Gipsergeschäft Firmenangebot - Verkauf - Nachfolge



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

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

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	Die Unternehmung wird in der 2. Generation erfolgreich geführt. Sie erwirtschaftet jährlich einen Umsatz in der Höhe von rund CHF 5.3 Mio. 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. Der langjährige und wiederkehrende Kundenstamm hat wesentlich zum Erfolg der Unternehmung beigetragen. Aus Altersgründen strebt der Inhaber eine Nachfolge durch Verkauf der Unternehmung an. Die optimale und moderne Infrastruktur, die langjährigen Kundenbeziehungen sowie ein bewährtes Unternehmenskonzept sollen dafür sorgen, dass die Unternehmung auch zukünftig im Wettbewerb bestehen kann.				
Umsatz- kategorie	CHF 5 Mio. (brutto)				
# Mitarbeiter (Köpfe)	22				
Preis- kategorie	Verhandlungssache				
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides				
Referenz	Kleinere Bauunternehmung				
Kontakt	Stephan Bolliger +41 (0)62 834 91 19 stephan.bolliger@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Holzbau / Zimmerei Firmenangebot - Verkauf - Nachfolge		
Region	Schweiz - Mittelland	
Branche	Holzbau / Zimmerei	
Titel	Holzbauunternehmung mit moderner Infrastruktur	
Kurz- beschreibung	Eine etablierte und profitable Holzbauunternehmung im Wirtschaftsraum Mittelland sucht einen Käufer zur Nachfolgeregelung. Das Unternehmen liegt an verkehrsgünstiger Lage im Einzugsgebiet Basel und Bern. Das Tätigkeitsgebiet umfasst alle Zimmer- und Schreinereiarbeiten, Treppen- und Innenausbau sowie Gerüst- und Dachdeckerarbeiten. Der modern eingerichtete Betrieb verfügt über eine CNC-gesteuerte Abbundanlage. Das Unternehmen zeichnet sich durch langjährige Kundenbeziehungen aus und weist Erfahrungen im Zusammenhang mit Wohnungs-, Gewerbebau sowie mit öffentlichen Einrichtungen auf.	
Umsatz- kategorie	CHF 1 bis 2 Mio.	
# Mitarbeiter (Köpfe)	< 10	
Preis- kategorie	offen	
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides	
Referenz	Holzbauunternehmung	
Kontakt	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Hotellerie & Gastronomie / Seniorenresidenz Firmenangebot - Verkauf - Nachfolge 	
Region	Schweiz - Tessin
Branche	Hotel&Gastro
Titel	Verkauf / Nachfolge
Kurz- beschreibung	Die Gesellschaft beschäftigt sich mit der Verwaltung eines Hotelbetriebes im Nord-Tessin in Familienbesitz seit Anfangs 1900. Das Hotel befindet sich im Zentrum einer wunderschönen alpinen Landschaft und verfügt über 20 Zimmern. Das Restaurant im gleichen Haus bietet hervorragende Küche, Gastronomie mit Hausspezialitäten und Spezialitäten der Region und hat 80 bis max. 120 Plätze.
Umsatz- kategorie	CHF 1 Mio. bis 2 Mio.
# Mitarbeiter (Köpfe)	11 bis 20
Preis- kategorie	CHF 2 bis 3 Mio.
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Management-kapazität ☒ beides
Referenz	Projekt GOTTHARD
Kontakt	Nicola Zanetti +4191 913 32 00 nicola.zanetti@bdo.ch

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Hotel Management Company Sellside			
Region	Switzerland, Spain		
Industrial sector	Hotel business		
Title	Investment Opportunity "Life is Grand"		
Short description	"Life is Grand" is a successful hotel management company operating in the area of international life-style hotels, luxury resorts, private residences and first-class event gastronomy. Conventional services are being redefined and new avenues when it comes to architecture, design and art are explored. The success of this concept is proven by the already existing award-winning hotel in Bonn as well as by suites in Frankfurt. Revenues are generated by rooms sales, food & beverage, meetings facilities, spa and other services in hotels operated under lease agreements. Additionally, the company has earnings in form of management, license, franchise and design fees as well as profit from profit sharing agreements with the proper developer. The company is well positioned in the market and is expanding its business. In spring 2015 it will open up a unique hotel in Zurich with 245 rooms and suites and conference facilities. Furthermore, exceptional hotel projects in Mallorca (already under construction), Luxembourg and Laos are planned. The executive team of the company has a long term experience in the luxury hotel business as well as tourism and established different sustainable partnerships to nurture the company's successful development in the future. The company is owned by two partners and a minority shareholder who are strongly involved in the operational business and are committed to further develop the brand. The company is now seeking for an investor to strengthen growth as well as the company's brand in order to achieve a significant position in the European hotel market. The investor gets the chance to participate in an innovative and exceptional hotel experience with attractive revenue streams and future growth potential and is able to benefit from high flexibility in financing.		
Category of turnover	Expected turnover of hotel in Zurich for 9 months in 2015: CHF 20 Mio.		
# employees (heads)	n.a.		
Category of price	The company is seeking an investment for the following phases: • Investment in Operating Company Zurich (CHF 3.5 Mio. - CHF 9.0 Mio.) and/or Real Estate Zurich (optional); • Investment in Real Estate incl. completion of construction of project Mallorca (CHF 50.0 Mio.); and • Investment in holding company for further brand development and growth (from CHF 3.0 Mio). The investment scheme is very flexible ranging from pure debt to pure equity investment in different companies (holding, operating company, real estate) as well as different hybrid forms in the above mentioned phases.		
Preis-kategorie	☐ nur finanzielles Engagement	☐ nur Management-kapazität	☒ beides
Reference	"Life is Grand"		
Contact	Marcel Jans +41 44 444 37 55 marcel.jans@bdo.ch	Benjamin Haldimann +41 44 444 35 85 benjamin.haldimann@bdo.ch	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Hotellerie & Gastronomie / Seniorenresidenz Firmenangebot - Verkauf - Nachfolge



Region	Zentralschweiz - im Herzen der Schweiz				
Branche	Hotellerie & Gastronomie / Seniorenresidenz				
Titel	Firmenübernahme (Aktiengesellschaft) infolge Nachfolgeregelung				
Kurz- beschreibung	Die Hoteliersfamilie will die Nachfolge altersbedingt frühzeitig und sorgfältig regeln. Das charmante Hotel mit ausgezeichneter "À la carte-Küche" zeichnet sich durch folgende Eigenschaften aus: • Hervorragend geführter Hotelbetrieb mit Fokus auf Seminare, Bankette und Hochzeiten • Ausgezeichneter Ruf weit über die Zentralschweiz hinaus • Traumhafte Garten- und Apéro-Terrasse mit total 175 Plätzen - unverbaubare Seesicht • Bestens erhaltene Immobilie - kein Investitionsnachholbedarf Rund 20 perfekt eingerichtete Zimmer bieten dem Gast den Komfort, der diesem einmaligen Haus entspricht. Für einen solventen Investor kann es von Interesse sein, dass die bestehende Bau- und Zonenplanordnung eine Umnutzung in z.B. Eigentumswohnungen zulässt (vorbehalten Detailabklärungen). Die Immobilie eignet sich auch bestens für eine Seniorenresidenz.				
Umsatz- kategorie	Rund CHF 2.5 Mio. bis CHF 3.0 Mio. mit zusätzlichem Potential, da Hotel und Restaurant nicht ganzjährig geöffnet sind ⇒ Ausbau auf Jahresbetrieb jederzeit möglich				
# Mitarbeiter (Köpfe)	Nur für solvente Interessenten - ein Eigenmittelnachweis von mind. CHF 2.0 Mio. ist erforderlich.				
Preis- kategorie	Verhandlungssach				
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Management-kapazität ☒ beides				
Referenz	Projekt BIJOU				
Kontakt	Peter Baumgartner +41 41 368 12 50 peter.baumgartner@bdo.ch Patrick Knüsel +41 41 368 12 71 patrick.knuesel@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

IT System house Sell-Side Mandate		
Region	Austria	
Industrial sector	IT System house	
Title	Opportunity to acquire up to 100% (one hundred per cent) of an Austrian IT System house with more than 20 years experience and an outstanding profitability.	
Short description	The target company is an Austrian company with limited-liability (GmbH), which offers a wide range of IT services and IT products from renowned manufacturers. The company provides first class IT products and tailor-made complete IT solutions. These products are purchased directly from the major manufactures or from Austrian distributors. The company is selling hardware and software to the non-public sector (e.g. industry), to the public sector (e.g. schools, universities) and to a lesser extent directly to private customer. If desired by the customer all products will be installed, tested and tailored to the customer's needs. Furthermore the company offers a full hardware repair service for their IT products. The company's consultancy team provides its clients support and consulting services along with the development of IT concepts, selection of hardware and software, implementation of new processes and develops tailor-made solutions. Investment highlights: • Extensive customer-base (2,500 customers) • Certified partner of leading manufacturers • Rapid adaptation to changing customer requirements • Comprehensive service and consulting assistance for tailor-made IT solutions • Outstanding profitability with growth potential	
Category of turnover	EUR 20 to 25 Mio.	
# employees (heads)	about 40 to 50	
Category of Price	N.A.	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	Project RACK	
Contact	Alexander Enzinger +43 316 3171-400 alexander.enzinger@bdograz.at Christina Loidl +43 316 3171-400 christina.loidl@bdograz.at	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Language school Sellside	
Region	Austria, worldwide
Industrial sector	Education / Language school
Title	Chinese language school for sale in Austria
Short description	An Austrian language school for Chinese has come up for sale, creating an exciting opportunity for a buyer to expand his business or for those who are interested in entering into this market. The school has already been running very successfully, however currently it is not operating due to a shortage of managing capacity. Therefore the school is fully prepared to be re-started immediately by the new owner. Based in the capital of Austria and Munich the school is specializing in the language of the fastest growing economy of the world and running both 24-level-courses as well as specialty courses with the focus on "economy" and "travelling". Within 4 years of development a unique language-course was designed by European and Chinese language teachers together. Already after passing the first level the students are able to read, write and understand basic Chinese expressions. The advantages of booking a course in this particular language school and with that the USP of buying this school are the following: • A course can be started by a student at any time. • A wide variety of teaching methods allows to adjust to individual circumstances. • The educational staff from China leads the student through the entire course which enables the students to get acquainted with the use of language by native speakers quickly. • The courses can be attended at the language center as well as at home or on the way. • For every course level access is granted to an online vocabulary training programme with a special feature to train pronunciation. • For every course level 3 different books are available - an exercise book, a vocabulary book and a grammar book. • The students are not only taught in speaking, but also in reading and writing Chinese symbols. Currently there exists no Chinese language school offering all of the above. When opening seven language schools in-line with the above described model, the school would immediately have market leadership in Germany. Together with the thoroughly planned course material comes a specific management programme for all administrative tasks particular to language schools. This programme offers separate client administration for branch offices including offer administration, book keeping, monitoring payments, administration of the multimedia training and vocabulary training. Furthermore a full package of marketing material including its own homepage has already been developed for this school. Besides the financing needs, it would be necessary to hire a new management team for the school. The educational staff could be immediately re-hired. Also a translation of the German part of the services into f.ex. English can be done easily.
Category of price	EUR 1 bis 5 mio.
Engagement	☐ just financial ☐ just management ☒ both
Contact	Doris Nöhrer +43 1 537 37 662 doris.noehrer@bdo.at

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Leckortung / Wasserschadensanierung Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz				
Branche	Baunebenbranche				
Titel	Erfolgreicher Dienstleister in der Baunebenbranche sucht Nachfolgelösung				
Kurz- beschreibung	Die zu verkaufende Unternehmung wird vom Inhaber geführt und ist in den Bereichen Leckortung, Bauphysik, Wasserschadensanierung und technische Trocknung tätig. Die Unternehmung geniesst infolge ihres professionellen und speditiven Handelns einen sehr guten Ruf. Im Zuge der Nachfolgeregelung plant der jetzige Inhaber, die Unternehmung in neue Hände zu geben. Der Inhaber ist sehr gerne bereit, in einer Übergangsphase mitzuarbeiten und dadurch den neuen Eigentümer optimal in seine neue Aufgabe einzuführen.				
Umsatz- kategorie	CHF 500'000 bis 1 Mio.				
# Mitarbeiter (Köpfe)	< 10				
Preis- kategorie	Verhandlungssache				
Erwartetes Engagement	☐	nur finanzielles Engagement	☐	nur Management- kapazität	☒ beides
Referenz	Projekt WATER				
Kontakt	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Medizinaltechnik Firmenangebot - Verkauf - Nachfolge 	
Region	Schweiz - Deutschschweiz
Branche	Medizinaltechnik
Titel	Profitable Handelsfirma zur Übernahme zwecks Nachfolgeregelung
Kurz- beschreibung	Das erfolgreiche Handelsunternehmen vertreibt innovative medizinaltechnische Produkte und ist im Schweizer Markt hervorragend verankert. Es handelt sich um einzigartige, clevere Nischenprodukte (Verbrauchsmaterialien, keine Investitionsgüter) die wenig bis gar keine Konkurrenz haben. Dadurch werden hohe Margen erzielt. Die Kunden sind ausschliesslich Spitäler und Kliniken in allen Landesteilen (Intensivmedizin, Onkologie, Hämodialyse). Aufgrund der Ausgangslage stehen für eine Expansion der Geschäfte viele Möglichkeiten offen.
Umsatz- kategorie	ca. 1,5 Mio.
# Mitarbeiter (Köpfe)	<5
Preis- kategorie	Verhandlungssache
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Management-kapazität ☒ beides
Referenz	Projekt Medizinaltechnik
Kontakt	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Renewable Energy - CPS Concentrated Solar Power (CPS) Fundraising - HELIOVIS



Region	Austria / worldwide				
Industrial sector	Renewable energy				
Title	New technology - Concentrated Solar Power (CPS)				
Short description	HELIOVIS is an investment opportunity in the renewable energy sector. The company develops inflatable solar concentrators using the most extreme lightweight construction technology for large-scale solar thermal power plants. HELIOVIS was founded in 2009 and is headquartered in Wr Neudorf. The company is owned by 17 co-ordinated private individuals from Austria, Switzerland, Germany and Saudi Arabia. An experienced management team, which consists of Dr Felix Tiefenbach, Switzerland, founder and CEO, experimental and quantum physicist, and Dr Wolfram Krendlesberger, Austria, economist and business administrator, runs HELIOVIS. In 2013 the company started operations and extensive and successful tests of their first pilot system in the Sunbelt (Spain). At present HELIOVIS operates pilot plants in Austria and Spain. The test results (incl. first prototypes on the water) are very positive. Development will continue in 2014 & 2015 (including several market entries). In 2016, the company plans to participate in an annual consortium tender submission in Saudi Arabia with suitable partners for a ≥ 5 MW CSP plant. <u>Market Overview:</u>  ▪ A Concentrated Solar Power (CSP) plant uses the heat of the sun as a primary source of energy by the bundling of sunlight. ▪ Compared to photovoltaic systems, it enables the integration of a low-cost energy storage system. HELIOVIS' solar concentrator causes lowest cost per kWh of 9.5 €-Cent (incl. 8h thermal storage) and lowest CO₂-emissions over the entire lifecycle of the power plant. The advantages of solar thermal power plants are therefore apparent, especially in sunny locations with high storage requirements. ▪ Various studies, including a study conducted by the German Aerospace Center (DLR), have shown that CSP offers great potential for commercial energy production in the desert regions of North Africa and the Middle East as well as in the arid southern regions of the United States and Europe. <u>Investment Opportunity - takeover and active development:</u> ▪ Since its founding in 2009, approx. EUR 10 mio have been invested in the company. ▪ This project might be feasible and attractive for entrepreneurial investors with a particular solar background. Investors will be sought for the next two years (H2 2014, 2015, H1 2016) for financing of up to a maximum of EUR 9 mio and for a long-term partnership. ▪ There are several takeover and investment options - we are very open for further discussions and ideas in a next step.				
Category of price	Up to EUR 9 mio				
Engagement	☒ just financial ☐ just management ☐ both				
Contact	Doris Nöhrer +43 1 537 37 662 doris.noehrer@bdo.at				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Sportartikelgeschäft Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Nordwestschweiz				
Branche	Sportartikelverkauf				
Titel	Sportartikelgeschäft mit moderner Infrastruktur				
Kurz- beschreibung	Ein etabliertes und profitables Sportartikelgeschäft sucht einen Käufer zur Nachfolgeregelung oder zur Umnutzung der Liegenschaft. Das Unternehmen liegt an zentraler und verkehrsgünstiger Lage in der Nordwestschweiz. Das modern ausgebaute Geschäftshaus ist Bestandteil des Sportartikelfachgeschäfts und wird in Form einer Aktiengesellschaft geführt. Das Geschäftshaus besteht aus dem Haupthaus und einer Werkstatt, welche miteinander verbunden sind. Rund um das Haus sind zahlreiche Parkmöglichkeiten vorhanden und ein Warenumsatz ist einwandfrei möglich. Das Unternehmen ist mit langjährigen Kundenbeziehungen zu Sportvereinen sowie Freizeitsportlern gut verankert. Die Kernkompetenzen liegen im Bereich Bike, Outdoor und Skisport.				
Umsatz- kategorie	CHF 1 bis 2 Mio.				
# Mitarbeiter (Köpfe)	3				
Preis- kategorie	offen				
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides				
Referenz	Sportartikelgeschäft und Liegenschaft				
Kontakt	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Sportcenter Firmenangebot - Verkauf - Nachfolge		
Region	Schweiz - Zentralschweiz	
Branche	Sport	
Titel	Sportcenter - Nachfolgeregelung	
Kurz- beschreibung	Im Zusammenhang mit der Nachfolgeregelung steht ein Sportcenter in der Zentralschweiz zum Verkauf. Die Sportanlage ist sehr zentral in einem Gewerbegebiet gelegen (7'714 m2 Land, auch Umnutzung möglich). Zum Angebot gehören: • Sporthalle mit Angebot für Tennis und Badminton • Minigolf • Restaurant • Kinderspielplatz • Parkplätze	
Umsatz- kategorie	Bis CHF 1.0 Mio.	
# Mitarbeiter (Köpfe)	Bis 10	
Preis- kategorie	CHF 2.0 bis 5.0 Mio.	
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides	
Referenz	Projekt Sportcenter	
Kontakt	Urs Condrau +41 41 368 12 12 urs.condrau@bdo.ch	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Unternehmen im Geschenk- und Küchenbereich Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Mittelland				
Branche	Sonstige Dienstleistungen				
Titel	Bellacasa				
Kurz- beschreibung	Das Projekt BELLACASA steht für eine innovative Unternehmung im Haushaltsbereich, die speziell Paaren in der Hochzeitsplanung die Möglichkeit bietet, online Wunschlisten für Hochzeitsgeschenke zu erstellen. Mittels persönlichem Login können die eingeladenen Gäste des Hochzeitspaares deren Wunschliste einsehen und die darauf enthaltenen Produkte direkt bestellen. BELLACASA ist seit 20 Jahren führend in Haushalt + Küche. Die Produktpalette beinhaltet Küchengeräte, Geschirrssets, Werkzeuge sowie sonstige Haushaltsartikel von bekannten Herstellern wie beispielsweise Bodum, Le creuset, Porzellan Langenthal, Zyliss und viele mehr. Die innovative Plattform lässt die Gäste sofort erkennen, welches Geschenk das Hochzeitspaar sich wünscht und ermöglicht einen bequemen Bestellvorgang. BELLACASA befindet sich an zentraler Lage einer aufstrebenden Stadt im Schweizer Mittelland. Verkehrstechnisch ist BELLACASA optimal erschlossen.				
Umsatz- kategorie	CHF 0.6-0.7 Mio.				
# Mitarbeiter (Köpfe)	2				
Preis- kategorie					
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides				
Referenz	Projekt Bellacasa				
Kontakt	David Dahinden +41 41 368 12 14 david.dahinden@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Unternehmen im Handwerkerbereich Firmenangebot - Verkauf - Nachfolge



Region	Schweiz - Mittelland				
Branche	Verkaufsgeschäft von Werkzeugen, Befestigungstechnik, Gartenmöbel, Grills und sonstigen Artikeln im Haushalts- und Heimwerkerbereich				
Titel	Heimwerkerkönig				
Kurz- beschreibung	Im Zusammenhang mit der Nachfolgeregelung steht ein attraktives Verkaufsgeschäft von Werkzeugen und sonstigen Artikeln im Haushalts- und Heimwerkerbereich zu Verkauf. HANDWERKERKÖNIG ist Partner von WORKSHOP und bietet qualitativ hochwertige Produkte von namhaften Herstellern an. Das Produktesortiment ist an die lokalen Gegebenheiten angepasst und umfasst neben dem reinen Handelsgeschäft auch eine ausgezeichnete Beratung, sowie einen Bestell-, Liefer- und Montageservice, der die Kunden bei der Umsetzung ihrer Projekte unterstützt. HANDWERKERKÖNIG befindet sich an bester zentraler Lage im Schweizer Mittelland und ist verkehrstechnisch optimal erschlossen. Das Unternehmen beschäftigt zur Zeit 5 Mitarbeitende inkl. Lernende und konnte 2012 einen Umsatz von über CHF 1.2 Mio. erzielen. Das Geschäft erstreckt sich über zwei Stockwerke auf einer Fläche von insgesamt rund 600m².				
Umsatz- kategorie	CHF 1.2 Mio.				
# Mitarbeiter (Köpfe)	5				
Preis- kategorie					
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides				
Referenz	Projekt Heimwerkerkönig				
Kontakt	David Dahinden +41 41 368 12 14 david.dahinden@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Accommodation Sell-side Mandate



Region	Europe				
Industrial sector	Hotels & Motels - Accommodations				
Title	Villas/Apartments managing company				
Short description	Seeking investors to acquire a Villas/Apartment condominium located in Azores or alternatively to sign a management contract. - The condominium is well located and as the following attributes: private tourist condominium with 25 modern villas: 22 villas (T2) and 3 apartments (T1) located in Lagoa, on the south coast of São Miguel island. - The condominium includes almost 9 thousand sq meters. - Just a 7 minutes (9 km) ride from Ponta Delgada - the main city in Azores. - Great facilities, including: pools, garden, snack-bar and private parking. Clients profile: - In the last years, NSE registered more than 7 900 overnights; - The client portfolio includes 36 nationalities, with particular emphasis on European countries. - Distressed Company. Owner is willing to sell the assets for an amount around the debt value. Bank should be willing to renegotiate debt on favorable conditions. Transaction: - PROPOSAL A - Sale of the total equity of NSE or only the fixed assets related to the resort. - PROPOSAL B - Make a concession agreement for the resort's touristic operation, maintaining all the assets and liabilities in the NSE and the company's equity as property of the current shareholders. - NSE could have a big potential when integrated in a greater player. - Azores is constantly considered one of the best places to visit in last years, by several international entities, such as: Quality Coast, Fodor's, The Guardian, National Geographic Traveller, Budget Travel and The University of Nottingham. - Possibility to obtain Golden Visa (permanent residence permit program)				
Turnover	EUR < 500'000				
# employees	< 10				
Price	EUR 500'000 to 2 mio.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	NSE Azores				
Contact	Cristina Sousa Dias +351 217 997 009 +351 937 997 009 cristina.dias@bdo.pt				



FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Camping group in France, Italy and Spain Sellside



Region	France, Italy and Spain				
Industrial sector	7000 - Hotels, Rooming Houses, Camps, and other Lodging Places				
Title	- Project SANDY - Leading French Camping Group owning several campsites on the French coast and its own Tour Operator. The Group offers more than 30 destinations in France, Italy and Spain.				
Short description	SANDY is one of the leading independent Camping Groups in France specialized on top-of-the-range campsites (4* and 5*) on coastal destinations. Its key differentiator is that, further to its own campsites, the Group owns a Tour Operator. In total the Group owns more than 1,600 accommodations and offers about 2,000 for rent, most of them being equipped with luxury mobil homes or lodges. All campsites offer high-end facilities (pools, toboggans, supermarkets, sports fields, restaurants, kids' club, etc.) and entertainment. Thanks to its business model the Group is healthy and very profitable although significant investments were made over the past years in both infrastructures and accommodations. Recurring EBITDAR is above EUR 4.5 mio.				
Category of turnover	EUR 10 to 15 mio.				
# employees (heads)	21 to 50				
Category of price	EUR 15 to 50 mio.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project SANDY				
Contact	Thibaut BAPTISTE Senior Manager +33 1 58 36 04 30 thibaut.baptiste@bdo.fr				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Chemicals & Pharmaceuticals Sellside



Region	Portugal				
Industrial sector	Chemicals & Pharmaceuticals				
Title	Technical testing and analysis				
Short description	The Laboratory is a family owned company and is accredited by the Portuguese Institute for Accreditation (IPAC) to perform tests to qualify, validate and balance clean rooms and controlled environments, thermal studies and calibration of temperature and relative humidity sensors. Main clients: Majority of the pharmaceutical industry in Portugal; and Majority of the Portuguese hospitals. The client portfolio shows the success of the Laboratory, being a platform for growth in related services and/or to enter in the Portuguese market. The Laboratory also has developed a vast international experience performing tests in various countries, such as: Angola, Algeria, China (Macau), Spain, Romania and Venezuela. Is a profitable and financially stable company, with a turnover of € 1 million and EBITDA of 27.6%.				
Category of turnover	EUR 1 to 2 mio.				
# employees	11 to 20				
Category of price	EUR 2 bis 5 mio.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project Laboratory				
Contact	Cristina, Dias +351 217 997 009 cristina.dias@bdo.pt				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Emergency generating sets Sellside		
Region	The Netherlands	
Industrial sector	Emergency generating sets	
Title	DYNAMO II	
Short description	Dynamo II is market leader in diesel engine based emergency generating sets in the Netherlands. Besides emergency generating sets they also provide continuous generating sets. Their activities consist of designing, producing, installing and the provision of maintenance of these generating sets. The four shareholders are putting their 100% up for sale. Depending on the conditions management is willing to participate.	
Category of turnover	EUR 20 to 50 mio.	
# employees (heads)	51 to 100	
Category of price	n.a.	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	DYNAMO II	
Contact	Albert Koops +31 (0)30-2 849 867 albert.koops@bdo.nl Caroline Jansen +31 (0)30-2 849 887 caroline.jansen@bdo.nl	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Financial Services Software Company Investment		
Region	Ireland	
Industrial sector	Financial Services	
Title	Equity Fundraise of up to €4m for Financial Services Software Company	
Short description	Our client is a financial services software company providing cash management services across Europe, the Americas and Asia/Pacific. Their niche area of expertise are cash application, bank reconciliation, and electronic payments. They Process funds every year in excess of \$100 billion accompanied by 200 installed customer sites in over 20 countries around the world. The Company is well positioned in the market and is looking to expand its business. It is seeking a strategic investor with relevant expertise in the sector that can inject equity of up to €4m to allow it realise its growth potential.	
Category of turnover	n/a	
# employees (heads)	n/a	
Category of price	n/a	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	Project Cash	
Contact	Con Quigley +353 (0)1 470 0504 (Tel) +353 (0)1 477 0504 (Fax) cquigley@bdo.ie	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Fish & seafoods Sellside



Region	Italy				
Industrial sector	20924 - Prepared fresh or frozen fish & seafoods				
Title	Frozen seafood manufacturing				
Short description	The Company is placed in North-central Italy, and it has been working for about 30 years in business of manufacturing and selling of frozen seafood products and of other frozen products. The Company produces and sells, (under its own brands too) products directly manufactured in its factory and a large variety of seafood products selected in the national and international market, to business clients and to final costumer both. The Company is specialized in producing and selling a wide range of frozen seafood products and other frozen products. Its main target is the national market. Products are made under its own brand but also are produced on behalf of third parties. The Company is looking for a partnership throughout a total or partial operation on the capital share.				
Category of turnover	EUR 15 to 20 mio.				
# employees (heads)	21 to 50				
Category of price	EUR 2 to 5 mio.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project frozen seafood				
Contact	Vincenzo Ferragina +39 055 477942 vincenzo.ferragina@kon.eu				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Food Distribution Company Investment		 	
Region	Ireland/UK/Continental Europe		
Industrial sector	Distribution of Food products		
Title	Food Distribution Company Seeking Target in Similar Sector		
Short description	Our client has grown to become one of Ireland’s largest importers and distributors of Frozen, Chilled and Ambient foods. Its customer base comes from all sectors of the food industry, such as Foodservice, Retail and Industrial Manufacturing. The Company also acts as the sole Irish agent for leading food suppliers from France, Holland, Germany, UK, Turkey, Denmark and Belgium to name a few. Separately they have an export division which promotes Irish producers in the Middle East and North African Countries. The Company is seeking to expand its business preferably into Northern Ireland and the UK, but Continental Europe will also be considered. Our client is seeking to acquire a company involved in similar activities with a turnover profile of c.€10m plus. If you have any opportunities that you believe fit the above criteria, can you please give me a call.		
Category of turnover	EUR 10 to 15 mio		
# employees (heads)	n/a		
Category of price	n/a		
Engagement	☐ just financial	☐ just management	☒ both
Reference	Project Foodstuffs		
Contact	Richard Duffy +353 (0)1 470 0513 (Tel) +353 (0)1 477 0513 (Fax) rduffy@bdo.ie		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Frozen Vegetables Sellside



Region	Italy
Industrial sector	Food
Title	Frozen Vegetables
Short description	The Company, located in the north of Italy, operates in the frozen vegetables sector. The raw materials are provided by agricultural partners located in the center and in the south of Italy, who are organized in a consortium company. The Company verifies products' quality by appropriate laboratory analysis freezing, packaging and distributing final products in Italy and in Europe. The market in which the Company operates is characterized by few competitors. The Shareholders would sell the 100% of the Company.
Category of turnover	EUR 20 to 50 mio
# employees (heads)	51 to 100
Category of price	EUR 15 bis 50 mio
Engagement	☐ just financial ☐ just management ☒ both
Reference	Frozen Vegetables
Contact	Matteo Mangiarotti +39 02 80298059 matteo.mangiarotti@kon.eu

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Healthcare Company Fundraise			
Region	Ireland/International		
Industrial sector	Healthcare - Smoking Cessation		
Title	Equity Fundraise for Smoking Cessation Company		
Short description	Our Client, (Health) has developed a unique, innovative and patented smoking cessation product using 100% natural ingredients consisting of water, a complex carbohydrate and citric acid. It blocks the ingestion of nicotine and harmful tar, which causes cancer, by up to 99%. It is a coloured fluid that you apply to the filter of the cigarette immediately before smoking and reducing gradually your nicotine intake to allow your body to adjust gently to physical changes that occur during the drug withdrawal. The Company has IP coverage on the product until 2035 and are seeking to raise between €2m- €3m. China (43%) Russia (6%) USA (2%) and India (2%) are the largest cigarette smoking nations accounting for a combined total 53% of global cigarette consumption. The planned route to market for the product is through distributor and licence agreements. The Company is in the process of finalising agreements for the Chinese and Indian markets, with a strong pipeline of opportunities for other territories the coming months including but not limited to Vietnam, Korea, Saudi Arabia, UK and Germany.		
Category of turnover	n/a		
# employees (heads)	n/a		
Category of price	n/a		
Engagement	☐ just financial	☐ just management	☒ both
Reference	Project Health		
Contact	Richard Duffy +353 (0)1 470 0513 (Tel) +353 (0)1 477 0513 (Fax) rduffy@bdo.ie		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Hotels in a city of Art Sellside



Region	Italy				
Industrial sector	70118 - Hotels & motels				
Title	Two 4 stars rated hotels in one of the most attractive cities of Italy for sale				
Short description	Two Hotels 4 stars rated and located in the North of Italy right outside the centre of a city considered to be a world Capital for art, culture, food and fashion. In particular, its famous historical center is full of attractions and museums that attract every year millions of tourists from all over the world. The hotels are connected with a special shuttle-bus that, in few minutes, may take customers to the city centre, the train station or the airport. The first hotel has more than 100 rooms with more than 100 parking spaces. In the hotel is possible to find a restaurant, a fitness center, a path wellness and a lobby lounge and many other services. The hotel is brand new. The second hotel has more than 200 rooms with a parking area which consists of two levels. In the hotel is possible to find a restaurant, a ballroom, a pavilion pantry and a gym center and many other services. The structures and rooms are in perfect conditions. The two buildings of the hotels are for sale, while management has been contracted to an international chain of hotels for the next 5 years. At the end of this period direct management can be reassigned paying a termination fee.				
Category of turnover	n.a.				
# employees (heads)	n.a.				
Category of price	EUR 50 bis 100 mio.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project city of art				
Contact	Francesco Ferragina +39 055 477942 francesco.ferragina@kon.eu				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Industrial Laboratories Sellside		
Region	The Netherlands	
Industrial sector	Industrial Laboratories	
Title	LABORATORIUM	
Short description	LABORATORIUM designs and delivers turnkey specialized laboratories. It is a reputable and professional company that serves international customers worldwide. It has a headquarter in the Netherlands and employs 15 people. The current shareholder believes that a joint venture with a strategic buyer in the market could significantly add value to the company and is therefore willing to divest a majority stake. The activities are: • Design of laboratories, including the layout, the furniture, utilities, equipment and other matters; • The turnkey supply and installation of furniture and laboratory equipment as well as supplying various consumables in the laboratory; • Training the staff and after sales.	
Category of turnover	EUR 10 to 15 mio.	
# employees (heads)	11 to 20	
Category of price	n.a.	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	LABORATORIUM	
Contact	Caroline Jansen +31 (0)30-2 849 887 caroline.jansen@bdo.nl Maarten van Dijk +31 (0)30-2 849 881 maarten.van.dijk@bdo.nl	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Industrial sector Sellside			
Region	Netherlands, Benelux		
Industrial sector	Rental equipment		
Title	CLIMATE		
Short description	CLIMATE is specialised in solving temporary climate problems in the Benelux. The company has a modern and well maintained rental fleet. Due to high quality services the company obtained a good reputation in the market. This has led to a considerable growth in recent years and good customer relationships.		
Category of turnover	Around EUR 4 mio.		
# employees (heads)	25 - 30		
Category of price	EUR 5 - 10 mio.		
Engagement	☐ just financial	☐ just management	☒ both
Reference	Climate		
Contact	Albert Koops +31 (0) 30 2849855 Albert.koops@bdo.nl		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Leisure Sellside			
Region	The Netherlands		
Industrial sector	Leisure		
Title	DIVE		
Short description	The company is one of the leading recreational scuba dive and retail firms in the Southern Caribbean. The company offers a broad range of services, including dive education, dive professional training, tank refill service and gear rentals, shore- and boat dive packaging, dive-, snorkel- and environmental excursions. Turnover between USD 2 - 3 million and very profitable. Real estate can be part of the deal.		
Category of turnover	USD 2 -3 mio.		
# employees (heads)	n.a.		
Category of price	n.a.		
Engagement	☐ just financial	☐ just management	☒ both
Reference	DIVE		
Contact	Caroline Jansen +31 (0)302 849 887 caroline.jansen@bdo.nl Martijn Ceelaert +31 (0)302 849 851 martijn.ceelaert@bdo.nl		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Luxury Hotel Sellside		
Region	Italy	
Industrial sector	Hotellerie / Leisure	
Title	Luxury Hotel	
Short description	The Hotel is five stars rated and has about 100 rooms, private parking and is completely surrounded by a garden. Furthermore the Resort has a restaurant, a fitness center, an external swimming pool, a meeting center and a distinctive wellness center composed by five swimming pool in a 1000 m² area where the guest can benefit of both beauty and therapeutic treatments (Allergies, Respiratory Problems, etc.) The Hotel is located in front of the sea in the coastal area of a region in the Center of Italy. The Resort is well positioned to visit cities and ancient towns of artistic and cultural relevance, natural parks and see parks. The main Shareholder is an LTD Company owned by a family.	
Category of turnover	EUR 5 to 10 mio	
# employees (heads)	51 to 100	
Category of price	EUR 15 to 50 mio	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	Luxury Hotel	
Contact	Matteo Mancaruso +39 055 5535405 matteo.mancaruso@kon.eu	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Luxury & wellness hotels Sellside



Region	Italy
Industrial sector	70118 - Hotels & motels
Title	Three luxury hotels (4/5 stars rated) in the north of Italy
Short description	Three historical residences and villas located in the landscapes of North of Italy. The group manages about 150-200 rooms, market leader in luxurious SPAs services, offering traditional and innovative therapies to satisfy health care needs but also desire of relax. Looking for a partner with sector knowledge and international experience. Possibility to control a newco that will manage these hotels. Evaluating investment only for the management but also investment for the property of buildings.
Category of turnover	EUR 20 to 50 mio.
# employees (heads)	n.a.
Category of price	n.a.
Engagement	☐ just financial ☐ just management ☒ Both
Reference	Project Luxury & Wellness
Contact	Matteo Mangiarotti +39 02 80298059 matteo.mangiarotti@kon.eu

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

New Tourist Building Sellside		
Region	Italy	
Industrial sector	Real Estate Development / Hotellerie	
Title	New tourist building	
Short description	Buildings land: the company owns a waste land and all the necessary licenses for building an important tourist complex. The land is located in Tuscany, along the Tyrrhenian coast, just few meter away from a charming and lovely seaside. The location is easily accessible by train and highway and it's not far from the Pisa and Florence airports. The territory is well known for its clear sea and its rich soil for the production of wine and agricultural. The project foresees: • 16800 m² Gross Floor Area (GFA) of housing scheme with the restoration of the present buildings and new buildings. • 1680 m² GFA (10% of previous 16800 m²) to be added at the previous 16800 m², in the case of interventions with ecological devices and systems, for a total of 18480 m² GFA. • an hotel of 75-room for a total of 150 beds, without any constraint in terms of building area. The building area will be chosen by whoever creates the project. The land is perfect to allow a building of a new tourist complex: the developer could define the project as he prefers, without any constraints. At the moment, there aren't any virgin area in Tuscany near the sea where it's possible to build new hotel or resort.	
Category of turnover	n.a.	
# employees (heads)	n.a.	
Category of price	EUR 15 to 50 mio	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	New tourist building	
Contact	Matteo Mancaruso +39 055 5535405 matteo.mancaruso@kon.eu	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Online gaming Sellside / financing		 	
Region	Netherlands, Western Europe, USA		
Industrial sector	Gaming		
Title	THRIVE		
Short description	Thrive is a platform that allows mobile game developers with great games to engage with players at low financial risk and reward their loyalty. Thrive is a collection of mobile games, selected by gamers for gamers. The developers of the games reward players for playing. The platform offers game developers less distribution risk and is focused on actual play-time instead of a onetime install.		
Category of turnover	n.a.		
# employees (heads)	n.a.		
Category of price	Seed financing for the amount of \$ 1.4 million		
Engagement	☒ just financial	☐ just management	☐ both
Reference	Thrive		
Contact	Caroline Jansen +31 (0)30 -2849 887 Caroline.jansen@bdo.nl		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Online gaming Sellside / financing		 	
Region	Netherlands, USA, UK, Western Europe		
Industrial sector	Gaming		
Title	GET SOCIAL		
Short description	The company provides social (communication tools) for mobile games (access to Whats app, Facebook, gamification, leader boards etc.) Additional revenue will be created for the developer by using the social data within the app. Increasing percentage of paying players by making in-app purchases social. Driving revenues through social recommendations. The company has already invested EUR 5 million in development.		
Category of turnover	n.a.		
# employees (heads)	22 (Netherlands)		
Category of price	Seeks initial investment of \$ 1 mio in convertible loans and \$ 5 mio equity.		
Engagement	☒ just financial	☐ just management	☐ both
Reference	Get social		
Contact	Caroline Jansen +31 (0)30 -2849 887 Caroline.jansen@bdo.nl		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Partition walls and ceilings Sellside



Region	The Netherlands				
Industrial sector	Partition walls and ceilings				
Title	WAND				
Short description	WAND produces and installs partition walls and ceilings. The company works on a project basis, both nationally and internationally. WAND is profitable with a turnover of approximately EUR 40 mio.				
Category of turnover	EUR 20 to 50 mio.				
# employees (heads)	n.a.				
Category of price	n.a.				
Engagement	☐ just financial ☐ just management ☒ Both				
Reference	WAND				
Contact	Albert Koops +31 (0)30-2 849 867 Albert.koops@bdo.nl Caroline Jansen +31 (0)30-2 849 887 caroline.jansen@bdo.nl				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Project of construction of a tourist complex Sellside		
Region	Italy	
Industrial sector	70008 - Hotels, rooming houses, camps & other lodging places	
Title	Sale of terrains on an Island of the Mediterranean Sea where is planned to be built a tourist complex.	
Short description	The project aims to renovate a touristic complex placed on Elba Island, through the demolition of existing buildings and the construction of new ones including: • Apartments • Bungalows • Restaurants - Shops • Fitness center • Accommodations for the staff • Swimming pools The touristic complex is placed in a valley between by the sea, right in front of a bay well protected by the surrounding hills from winds. The beach is around 150 meters long and the skyline is extremely beautiful especially for the Mediterranean vegetation and the natural environment. All the projects have already been approved.	
Category of turnover	n.a.	
# employees (heads)	n.a.	
Category of price	EUR 5 bis 10 mio.	
Engagement	☐ just financial ☐ just management ☒ Both	
Reference	Project Elba Island	
Contact	Vincenzo Ferragina +39 055 477942 vincenzo.ferragina@kon.eu	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE

KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT

SCHWEIZ,
DEUTSCHLAND,
ÖSTERREICH,
LIECHTENSTEINREST VON
EUROPA UND
MITTELMEER

REST DER WELT

SCHWEIZ,
DEUTSCHLAND,
ÖSTERREICH,
LIECHTENSTEINREST VON
EUROPA UND
MITTELMEER

REST DER WELT

Real Estate
Sellside

Region	Portugal																				
Industrial sector	Real Estate																				
Title	Opportunity to invest in a real estate project with different valences in the Algarve.																				
Short description	Our client is a real estate group that owns a project (plots included) in Portimão city center, in Algarve. Portimão in the second most important commercial city of Algarve, and one of the most touristic cities in Portugal. The project objective is to requalify the intervention area, allowing for a much desired territorial uniformization, within the city's most services oriented zone. The total construction area of the project is 141,808 m² that includes: <table border="1"> <thead> <tr> <th>Project Components</th><th>Maximum eligible area</th></tr> </thead> <tbody> <tr> <td>Health</td><td>33,760 m²</td></tr> <tr> <td>Tourism (hotel our other facilities)</td><td>45,760 m²</td></tr> <tr> <td>Residential</td><td>53,000 m²</td></tr> <tr> <td>Retail/Services</td><td>17,000 m²</td></tr> </tbody> </table> <table border="1"> <thead> <tr> <th colspan="2">Project' Maximum Capacity</th></tr> </thead> <tbody> <tr> <td>Above Ground</td><td>65,000 m²</td></tr> <tr> <td>Underground</td><td>42 558 m²</td></tr> <tr> <td>Covered green areas</td><td>34,250 m²</td></tr> <tr> <td>Total</td><td>141,808 m²</td></tr> </tbody> </table> The project may be executed in several separate stages, according to the market demand. Its size and scope allow this project to enforce as an outstanding area, near to several touristic areas such as: Portimão's Marina, Arade River, Ocean Revival Underwater Park, Golf Course and Beaches. Our client is seeking for an investor/partner to execute the project or sell the all project.  	Project Components	Maximum eligible area	Health	33,760 m ²	Tourism (hotel our other facilities)	45,760 m ²	Residential	53,000 m ²	Retail/Services	17,000 m ²	Project' Maximum Capacity		Above Ground	65,000 m ²	Underground	42 558 m ²	Covered green areas	34,250 m ²	Total	141,808 m ²
Project Components	Maximum eligible area																				
Health	33,760 m ²																				
Tourism (hotel our other facilities)	45,760 m ²																				
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Retail/Services	17,000 m ²																				
Project' Maximum Capacity																					
Above Ground	65,000 m ²																				
Underground	42 558 m ²																				
Covered green areas	34,250 m ²																				
Total	141,808 m ²																				
Category of turnover	n.a.																				
# employees	n.a.																				
Category of price	> EUR 15 mio																				
Engagement	☐ just financial ☐ just management ☒ both																				
Reference	Project IN CENTER																				
Contact	Cristina, Dias +351 937 997 009 cristina.dias@bdo.pt																				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Sporting Goods Sellside			
Region	The Netherlands		
Industrial sector	Sporting Goods, Leisure products		
Title	CYCLING		
Short description	The company is an international product developer of parts and accessories for high quality and professional sport bikes. The current management consists of entrepreneurs with a passion for cycling. The company has in recent years experienced a healthy growth and achieved excellent results. The company operates under a renowned brand name.		
Category of turnover	App. € 32 mio, EBITDA app. € 8.2 mio		
# employees (heads)	n.a.		
Category of price	n.a.		
Engagement	☐ just financial	☐ just management	☒ both
Reference	Cycling		
Contact	Albert Koops +31 (0)302 849 867 albert.koops@bdo.nl Emiel Birza +31 (0)302 849 855 emiel.birza@bdo.nl		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Textiles & Clothing Manufacture Sellside



Region	Portugal				
Industrial sector	Textiles & Clothing Manufacture				
Title	Opportunity to acquire up to 100% (one hundred per cent) of a Portuguese Clothing manufacturer Group.				
Short description	Our client is a Group of three companies with a supply chain that goes from initial design / development to final product. Group with more than 20 years of experience in the sector. The Group companies: i) Company A: - Circular knits clothing (jersey, pique, lint, interlock) in Private Label. - Development process (collections, modeling) run by the company itself; production (manufacture) under an outsourcing scheme. - <u>Markets:</u> Europe, UK and Scandinavia. Medium-high and luxury segment clients, includes several worldwide luxury brands. - Real sales at Apr14: €2,6M (Apr13: €2,1 M) - Orders to supply (May14 to Aug14): €2,8 M ii) Company B (100% owned by Company A): - Self production of circular knitting using the seamless technology, through circular knitting machines "santoni". - The whole process of design, development and production is done by the company. - Product range to health and comfort, sport and other functional clothing. - <u>Markets:</u> Europe and UK. Medium-high segment clients. - Real sales at Apr14: €986 k (Apr13: €424 k) - Orders to supply (May14 to Sep14): €916 k iii) Company C (44,74% owned by Company A): - Company focused on the segment of ecological textiles, dedicated to the production and marketing of garments and home textile 100% natural, under its own brand. Only works with natural biological/organic fibers. - Design and development of the product internally, outsourcing production (all in Portugal). - <u>Markets:</u> Portugal (through 8 stores in the best shopping centres); Europe, Japan and Russia (50% of sales). - Real sales at Apr14: €435 k (Apr13: €386 k) Ideal for investors who seek access to the important European market for luxury brands.				
Category of turnover	EUR 5 to 10 mio.				
# employees	51 to 100				
Category of price	EUR 2 bis 5 mio.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project VEST				
Contact	Cristina, Dias +351 937 997 009 cristina.dias@bdo.pt				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Tourist Resort Sellside		
Region	Italy	
Industrial sector	Leisure	
Title	Tourist Resort	
Short description	The Company is located in the center of Italy, along the Tyrrhenian coast, just few meters away from a charming and lovely seaside. The location is easily accessible by train and highway. It's not far from the Pisa and Florence airports. The territory is well known in the word for its rich soil, that produces delightful wines. Near the tourist complex it's possible to make food and wine tour in the numerous wine cellars. Through visiting medieval villages, around the tourist area, it's possible to combine the history with the local product. With its many structures, the complex is designed to satisfy the needs of a varied customers. It is an ideal destination for families, single and working conferences and wedding The total buildings are: Around 200 apartments: composed by loft, two-room apartments and three-room apartments; restaurant; conference center; bar; car parking; A park; a children's area; reception; private consecrated chapel; 4 multipurpose sporting court for Tennis and Soccer; 3 swimming pools: one Olympic pool, a children's pool and an adult with hydro jet; 2km distance from the beach.	
Category of turnover	EUR 2 to 5 mio	
# employees (heads)	11 to 20	
Category of price	EUR 15 to 50 mio	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	Tourist Resort	
Contact	Matteo Mancaruso +39 055 5535405 matteo.mancaruso@kon.eu	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Transportation equipment Sellside 	
Region	Netherlands, Europe
Industrial sector	Transportation Equipment, Industrial
Title	UIVER
Short description	The company manufactures and supplies (non) motorized ground support equipment for airports such as dollies, baggage carts, trailers, stairs and storage racks. They sell their products, but have a lot recurring business by leasing and servicing the equipment on long term contracts. The company has activities in the DACH region, Benelux, UK, Asia, France, Spain.
Category of turnover	App. € 12 mio, EBITDA 2013 app. € 2.5 mio
# employees (heads)	n.a.
Category of price	n.a.
Engagement	☐ just financial ☐ just management ☒ both
Reference	Uiver
Contact	Caroline Jansen +31 (0)30 -2849 887 Caroline.jansen@bdo.nl

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Wind Farm Projects Sellside



Region	Ireland				
Industrial sector	Renewable Energy - Wind Energy				
Title	Opportunity to Acquire Wind Farm Projects Located in the North of Ireland				
Short description	2 Windfarm development projects for sale aiming to deliver effective, sustainable and cost-efficient wind energy solutions. • Project 1 - Located in Co. Donegal consisting of 6.9MW with full planning and grid connection. Now that this wind farm is fully developed, the company's shareholders are now seeking to sell 100% stake of the company and realise their investment. • Project 2 - Located in Co. Donegal, consisting of a 27MW wind farm with a grid connection and is currently in the process of revised planning. The company's shareholders are considering selling a percentage stake (potential for JV) within the company and see further development through.				
Category of turnover	n/a				
# employees (heads)	n/a				
Category of price	n/a				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project Gaoithe				
Contact	Katharine Byrne +353 (0)1 470 0524 (Tel) +353 (0)1 477 0524 (Fax) kbyrne@bdo.ie				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Wine Producer & Farmholidays Sellside



Region	Italy				
Industrial sector	Agricultural				
Title	Wine Producer & Farmholidays				
Short description	The company operates in both the agricultural production of wine as well as in tourist activity in the form of cottages-vacation rentals, thanks to the characteristic structure. There also are others marginal activities: oil production, hay and wood cutting. The farm is located in Tuscany, Central of Italy, near the city of Siena, and covers 650 hectares of land. The Company is constituted as a limited liability company, the capital is owned by a family. The company operates in two business segments. In the wine sector, with: • a line of Docg wine • a line of Igt wine The farm borders to Montalcino, famous for its Brunello. The 56% of the wine produced is bottled, while the remaining 44% is sold loose. The bottled wine for about 75% is exported abroad and the remaining part directed towards the Central-Northern Italy. The bulk wine is sold in the markets of Switzerland, Italy and U.S.A. The revenues from wine's selling (both bottled and bulk wine) are about 900.000,00 € in 2012. The estate consists of five farms with beautiful farmhouses from the 13th century. The farmhouses have been carefully restored and divided into holiday apartments and hotel rooms of different sizes. The furnishings show the typical Tuscan country-style and a special care for details. Each apartment is equipped with cooker and oven, fridge, dishwasher, TV, laundry (for bathroom, kitchen and bedrooms). Every apartment has got its terrace or little garden. The farmholiday's services are: wine tasting, horses, swimming pool, restaurant, tennis. It is a seasonal activity that brings revenues to about 700.000,00 € in 2012.				
Category of turnover	EUR 2 to 5 mio				
# employees (heads)	11 to 20				
Category of price	EUR 10 to 25 mio.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Wine Producer & Farmholidays				
Contact	Matteo Mancaruso +39 055 5535405 matteo.mancaruso@kon.eu				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Architectural and Engineering Steel Services Company Investment			
Region	Ireland/United Arab Emirates		
Industrial sector	Steel Manufacturing		
Title	Equity Fundraise for Steel Manufacturing Company		
Short description	We have recently been engaged by an established fully Irish owned company operating in the UAE to support them on their fundraise. The Company is involved in providing architectural and engineering steel services for large construction projects. It has 20 years plus experience in the market and has been involved in the design, manufacture and installation on a variety of projects including several process plants, warehouses, waterparks, malls, airports, etc. The Company has an experienced management team and a visible pipeline of opportunities. Within the next three years they are targeting to double its turnover to c. €20m. It has a blue chip customer base who are predominately European Companies who are the lead contractors on the fore-mentioned projects above. The shareholders are seeking to raise c. €3m-€5m to finance the expected growth.		
Category of turnover	EUR 20 to 50 mio		
# employees (heads)	n/a		
Category of price	n/a		
Engagement	☐ just financial	☐ just management	☒ both
Reference	Project Steel		
Contact	Richard Duffy +353 (0)1 470 0513 (Tel) +353 (0)1 477 0513 (Fax) rduffy@bdo.ie		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE

KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT

SCHWEIZ,
DEUTSCHLAND,
ÖSTERREICH,
LIECHTENSTEIN

REST VON
EUROPA UND
MITTELMEER

REST DER WELT

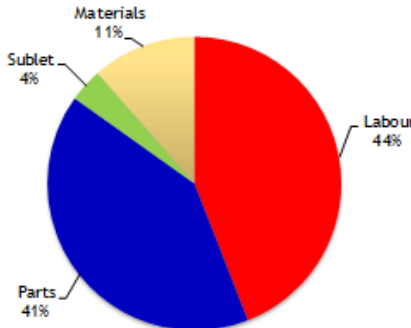
SCHWEIZ,
DEUTSCHLAND,
ÖSTERREICH,
LIECHTENSTEIN

REST VON
EUROPA UND
MITTELMEER

REST DER WELT

Automotive Sell-side Mandate



Region	Canada																							
Industrial sector	Automotive																							
Title	Highly Profitable Automotive Repair Company																							
Short description	Key Investment Considerations:																							
	• Estimated market share of 30% in its market. • Blue-chip customer base, with a large number of repeat customers (approximately 22% in fiscal 2013). • Turnaround time 33% faster than the competition; has developed a repair system which provides a significant competitive advantage. • Formulized apprenticeship training program which, over the years, has produced a stable & highly trained group of licensed autobody technicians. • Geographic expansion via scaling of current operations. • Double digit organic growth via incorporation of split shifts.																							
	SALES BY SERVICES PROVIDED (FY2013)																							
																								
	FINANCIAL HIGHLIGHTS																							
	<table><tr><th>Dec. 31 year-end (CA\$000)</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th></tr><tr><td>Sales</td><td>23,597</td><td>25,577</td><td>25,921</td><td>27,256</td></tr><tr><td>Adjusted EBITDA</td><td>3,229</td><td>4,088</td><td>3,872</td><td>3,877</td></tr><tr><td>Margin</td><td>13.7%</td><td>16.0%</td><td>14.9%</td><td>14.2%</td></tr></table>	Dec. 31 year-end (CA\$000)	2010	2011	2012	2013	Sales	23,597	25,577	25,921	27,256	Adjusted EBITDA	3,229	4,088	3,872	3,877	Margin	13.7%	16.0%	14.9%	14.2%			
Dec. 31 year-end (CA\$000)	2010	2011	2012	2013																				
Sales	23,597	25,577	25,921	27,256																				
Adjusted EBITDA	3,229	4,088	3,872	3,877																				
Margin	13.7%	16.0%	14.9%	14.2%																				
Category of turnover	CA\$ 30 Mio.																							
# employees (heads)	N.A.																							
Category of price	N.A.																							
Engagement	☐ just financial ☐ just management ☒ both																							
Reference	Project Build																							
Contact	Clark McKeown cmckeown@bdo.ca Tel: +1 416 369-6126	Christopher J. Porter cporter@bdo.ca Tel: +1 416 865-0210	Khal Ahsan kahsan@bdo.ca Tel: +1 416 775-7816																					
	#1100 123 Front Street West Toronto, Ontario																							

FIRMENANGEBOTE - VERKAUF - NACHFOLGE

KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT

SCHWEIZ,
DEUTSCHLAND,
ÖSTERREICH,
LIECHTENSTEINREST VON
EUROPA UND
MITTELMEER

REST DER WELT

SCHWEIZ,
DEUTSCHLAND,
ÖSTERREICH,
LIECHTENSTEINREST VON
EUROPA UND
MITTELMEER

REST DER WELT

Automotive Retail
Sell-side Mandate

Region	Canada					
Industrial sector	Automotive Retail					
Title	Two Profitable GM Auto Dealership					
Short description	Key Investment Considerations:					
	• No other dealership selling the same major brand in the area. • Growing customer base driven by demographic growth. • GM Retiree Program provides additional sales channel. • Consistent profitability with a 2009-2013 average gross margins of 15.2% and 12.8%. • Performance ranked in the top half of GM Dealer’s Market Area in 2013. • The Company is currently undertaking renovation to re-image the facilities to the newest stand-ards of General Motors of Canada.					
	FINANCIAL HIGHLIGHTS - Dealership 1					
	December 31 year-end (CA\$000)	2009	2010	2011	2012	2013
	Sales	\$11,892	\$14,426	\$11,859	\$17,254	\$24,328
	Gross Margin	14.9%	12.9%	15.0%	11.5%	9.6%
	Adjusted EBITDA	\$396	\$395	\$245	\$512	\$650
	Inventory Breakdown as at December 31 st , 2013					
	New Vehicles					\$4,420
	Used Vehicles					\$1,479
Parts & Accessories					\$152	
	FINANCIAL HIGHLIGHTS - Dealership 2					
	December 31 year-end (CA\$000)	2009	2010	2011	2012	2013*
	Sales	\$11,388	\$12,975	\$13,816	\$10,912	\$8,679
	Gross Margin	18.8%	16.1%	14.6%	12.6%	13.7%
	Adjusted EBITDA	\$429	\$427	\$440	\$(417)	\$241
	Inventory Breakdown as at August 31 st , 2013					
	New Vehicles					\$2,391
	Used Vehicles					\$613
	Parts & Accessories					\$113
	* For FY2013, only 8 months of information is available due to a recent transition to a new accounting system.					
Turnover	CA\$ 33 Mio.					
Engagement	☐ just financial ☐ just management ☒ both					
Reference	Project Drive 3					
Contact	Khal Ahsan #1100 123 Front Street West Toronto, Ontario kahsan@bdo.ca, Tel: +1 416 775-7816					

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

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	CCTV Global's Technology designs and manufactures intelligent IP surveillance solutions for mid-to-large-scale deployments in mission-critical, multi-site application environments. These solutions range from sophisticated video management systems including monitoring, recording, analysis, reporting and investigation suites, to high-end digital video recorders (DVR & NVR). 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. Installed base of Hundreds of thousands of channels worldwide. The company's main offices are located in Israel, USA, London and India	
Category of turnover	Roughly \$4M	
# employees (heads)		
Category of price		
Engagement	☐ just financial ☐ just management ☒ both	
Reference	CCTV Global	
Contact	Ron Wolman +972 (0)3 636 8706 (Tel) +972 (0)3 638 2511 (Fax) ronw@bdo.co.il	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

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	- Established in 2008, "DIC" is a dynamic and innovative company specializing in developing, manufacturing and marketing of dental implants, prosthetic products and surgical tools. - The company provides its customers with top quality products with focus on cutting-edge innovation. - Exclusive distribution in more than 30 countries. 2014 expected revenue- \$11M (represents 30% yoy growth). - EBITDA Margin - more than 25%. - DIC employs 46 highly skilled employees. - The company has regulatory approvals: FDA (USA), CE (Europe), AMAR(Israel), CFDA (China), and operates according to the international standard ISO (Regular and Medical). - Operations in Israel, China, Columbia, Russia, Mexico, Spain, Chile, Hungary and other Countries. - The company's R&D team consists of leading experts in the implantation field. The company invests many resources and efforts in R&D in order to position itself among the elite of dental implants manufacturers worldwide.				
Financial Highlights	(M\$)	2011	2012	2013E	2014P
	Revenues	4.9	6.3	7.5	11
# employees (heads)	46				
Category of price	\$45 million				
Engagement	☐ just financial ☐ just management ☒ 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				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Depository institution Sellside		
Region	Argentina	
Industrial sector	Regional Bank	
Title	Investment opportunity "NW Bank"	
Short description	NW Bank is a local private bank with more than 40 years of experience. The Bank is located in Salta City, Province of Salta, and has one branch in San Salvador de Jujuy, Province of Jujuy. NW Bank has a 22 ATMs network in Salta City and 5 ATMs in San Salvador de Jujuy. The Bank has a total of 6,334 saving accounts and more than 300 current accounts with 108 companies paying wages to their employees thorough the Bank. NW Bank has 110 employees. The funding strategy is based 100% in deposits and earnings re-investment. NW Bank has non operating assets for near US\$ 5 million.	
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	☐ just financial ☐ just management ☒ both	
Reference	"NW Bank"	
Contact	Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com Paula Kritz +54 11 4106 7000 int. 630 pkritz@bdoargentina.com	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Developer and manufacturer of dental implants Sellside



Region	Israel - Global				
Industrial sector	Dental Implants - Manufacturing				
Title	Investment opportunity in a Leading developer and manufacturer of dental implants				
Short description	Company Overview Established in 2004, "LDA" is a dynamic and innovative company specializing in developing, manufacturing and marketing of dental implants and oral rehabilitation solutions. •The company provides its customers with top quality products with focus on cutting-edge innovation. •Distribution in more than 40 countries. •LDA employs 70 highly skilled employees. The company has regulatory approvals: FDA (USA), CE (Europe), AMAR(Israel), India FDA, Taiwan FDA, Australian TGA approval and more. At the final stages to obtain the Chinese FDA. Growth Drivers •Sustainable Growth in Existing Markets - LDA aims to increase its market share in countries like: Russia, Spain, Poland, Moldova, Turkey, Italy, USA, Mexico and Taiwan. •New Exclusive Distribution Agreements and Strategic Partnerships - LDA intends to expand into new markets through strategic partnerships: •BenQ Distribution Agreement - The company recently signed a 5 years contract with BenQ (LDA estimates this business at a value of \$13M). •RocadaMed Distribution Agreement (Kazan Russia) - The company signed a 5 years contract for distribution in Russia (LDA estimates this business at a value of \$8M). Indian Army Contract - the company obtained a contract to supply implants and other prosthetics products to the Indian Army. •New Products Launch- In 2014-2016 the company will enjoy increased sales due to new products launches. LDA revenue is expected to exceed \$15 M with an EBITDA margin of more than 20% in 2014. High growth potential - The company is expected to exceed \$30 M in revenue by 2017.				
Financial Highlights	(M\$)	2011	2012	2013E	2014P
	Revenues	9.14	11	13.1	16
# employees (heads)	70				
Category of price	\$50-60 million				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Dental Implants - Project LDA				
Contact	Tamar Ben Dor +972 (0)3 6380648 (Tel) +972 (0)3 638 2511 (Fax) tamarbe@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Entry into the Chinese textile market Sellside



Region	China				
Industrial sector	Textile industry - viscose (cotton, etc) spinning				
Title	Sell-side mandate				
Short description	An Austrian group of companies is offering 100 % of the shares in their Chinese daughter company, a spinning mill in the province Jiangsu (China), which operates as a premium quality viscose yarn producer. KEY FACTS ■ The company has a stable average turnover in the range of MEUR 15. ■ The production mill is built on privately owned property which is made up of a built up part and an unbuilt plot which leaves space for expansion. ■ The building meets western standards and ■ is fully equipped concerning the machinery. ■ There is a highly motivated and skilled executive team leading the mill as well as highly skilled employees. DEAL OPTIONS <u>Option 1 - Share Deal</u> ■ Sale of 100% of the shares of the Chinese daughter company. ■ Perfect opportunity for strategic investors to either enter the Chinese market or to expand production capacities. ■ We are fully aware that there are varieties of other transaction options, so we are very open for further discussions and ideas (e.g. long-term leasing of the property & purchase of the machines, leasing with purchase option, etc). <u>Option 2 - Asset Deal</u> ■ Alternatively there is the opportunity for ANY company with expansion plans to acquire solely the land and building (without machines and broom-clean). ■ Ideal Investment for any production company to enter the Chinese market.				
Category of turnover	average turnover of MEUR 15				
# employees (heads)	50				
Category of price					
Engagement	☒ just financial ☐ just management ☒ both				
Contact	Doris Nöhrer +43 1 537 37 662 doris.noehrer@bdo.at				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Food and kindred products Sellside		
Region	Argentina	
Industrial sector	Food and kindred products	
Title	Investment opportunity "Baco"	
Short description	Baco refers to the commercialization structure to external markets of an Argentine wine-maker located in Mendoza. Baco has commercial relations with clients abroad, mainly in China, with whom it developed a long term relationship. The company also exports to US and Brazil. Baco has a portfolio of brands segmented in 5 levels, according to the price-quality ratio.	
Category of turnover	USD 0.5 - 1 mio.	
# employees (heads)	n.a.	
Category of price	USD 0.5 - 2 mio.	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	"Baco"	
Contact	Fernando Garabato +54 11 4106 7000 int. 626 fgarabato@bdoargentina.com Paula Kritz +54 11 4106 7000 int. 630 pkritz@bdoargentina.com	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Food Manufacturing and Distribution Sellside



Region	Israel				
Industrial sector	Food Manufacturing and Distribution				
Title	Investment opportunity in one of Israel's leading importer, manufacturer and distributor of dried fruits, nuts and health products.				
Short description	- The company is engaged in the manufacture, import, marketing, packaging and distribution of premium products. - The Company is one of Israel's leading importer, packer and marketer in the food segment with an annual turnover of about \$70 million and annual average growth rate of 15% (from 2008 to 2013). - The company markets its products under several leading brands. - Among the company's clients are: major food chains, small-sized networks, and regional distributors. - The company offers a wide range of top quality products - dried fruit, nuts, roasted nuts, olive oil, granola, health products, and other food products. - The Company has recently built a new large factory, fully equipped with the latest technological machinery. - The company is seeking for a financial/strategic partner to support the company's current long-term growth strategy. - The Shareholder would sell a minority stake (and up to 50%).				
Financial Highlights	(M\$)	2010	2011	2012	2013
	Revenues	45	51	61	70
# employees (heads)	390				
Category of price	\$60 million (for 100%)				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project DIN				
Contact	Tamar Ben Dor +972 (0)3 6380648 (Tel) +972 (0)3 638 2511 (Fax) tamarbe@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

High End Bolts Sell-side Mandate



Region	Canada																												
Industrial sector	Aerospace																												
Title	Manufacturer of aerospace fasteners and high-end bolts																												
Short description	The Ontario-based company is a manufacturer of bolts to very tight tolerances in hard-to-work metals for aerospace and industrial applications. Manufactures NAS standard fasteners sold internationally. Produces T-bolts for rapidly growing turbocharger market. High margin business. Based on new orders and new parts developed, growth of 20% per annum forecast. <table><tr><th colspan="3">Financial Summary</th></tr><tr><td>2013 Sales</td><td>\$</td><td>4,058</td></tr><tr><td>2013 Gross Profit</td><td>\$</td><td>1,300</td></tr><tr><td>2013 Gross Margin</td><td></td><td>32%</td></tr><tr><td>2013 Normalized EBITDA</td><td>\$</td><td>1,050</td></tr><tr><td>2013 EBITDA Margin</td><td></td><td>26%</td></tr><tr><td>2014 Forecast Sales</td><td>\$</td><td>4,250</td></tr><tr><td colspan="3">Forecast Y/E 30 Sept 2014 Dollars are CAD 000's</td></tr></table>					Financial Summary			2013 Sales	\$	4,058	2013 Gross Profit	\$	1,300	2013 Gross Margin		32%	2013 Normalized EBITDA	\$	1,050	2013 EBITDA Margin		26%	2014 Forecast Sales	\$	4,250	Forecast Y/E 30 Sept 2014 Dollars are CAD 000's		
Financial Summary																													
2013 Sales	\$	4,058																											
2013 Gross Profit	\$	1,300																											
2013 Gross Margin		32%																											
2013 Normalized EBITDA	\$	1,050																											
2013 EBITDA Margin		26%																											
2014 Forecast Sales	\$	4,250																											
Forecast Y/E 30 Sept 2014 Dollars are CAD 000's																													
Category of turnover	CA\$ 5.0 Mio.																												
# employees (heads)	20																												
Category of price	N.A.																												
Engagement	☐	just financial	☐	just management	☒ both																								
Reference	Project Aerospace																												
Contact	Christopher J. Porter #1100 123 Front Street West Toronto, Ontario cporter@bdo.ca Tel: +1 416 369-3062																												

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

In-Home Patient Care Sell-side Mandate



Region	Canada				
Industrial sector	Franchise				
Title	Franchisor of In-Home Patient Care Chain				
Short Description	Key Investment Considerations: • Provides a continuum of quality healthcare beyond what is currently available from the public healthcare system. • Unparallel business and technology support for franchise owners. • Very low level of capital expenditure required: average historical capital expenditure of 3.0% of average sales over the period of FY2009-2013, expected to remain consistent. • EBITDA margin in high teens. • Long term investment that is recession resistant, with an asset to sell in the future.				
Category of turnover	CA\$ 4.0 Mio.				
# employees (heads)	N.A.				
Category of price	N.A.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project Care				
Contact	Clark McKeown #1100 123 Front Street West Toronto, Ontario cmckeown@bdo.ca Tel: +1 416 369-6126 Christopher J. Porter #1100 123 Front Street West Toronto, Ontario cporter@bdo.ca Tel: +1 416 865-0210 Khal Ahsan #1100 123 Front Street West Toronto, Ontario khsan@bdo.ca Tel: +1 416 775-7816				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Information Technology Sell-side Mandate



Region	Canada																																
Industrial sector	Information Technology																																
Title	Solutions provider for information technology hosting																																
Short description	With annual revenue of \$8.3 million and strong profit margins, the Business, based in the Greater Toronto Area, provides managed hosting, colocation and other services (e.g. professional services, remote support, etc.) to a blue chip client base. The Business is a turnkey investment for a financial sponsor, with an in-place management team, long-term contracts and recurring cash-flow - all backstopped by a blue chip client base. A strategic purchaser would access the Business' blue chip client base, expand its Canadian footprint, increase revenues, and take advantage of the Business' cloud computing infrastructure. Financial Highlights <table><thead><tr><th>CDN\$, 000's, Dec 31</th><th>2010A</th><th>2011A</th><th>2012A</th><th>2013P</th><th>2014P</th><th>2015P</th><th>Average</th></tr></thead><tbody><tr><td>Sales</td><td>\$7,498</td><td>\$7,642</td><td>\$8,295</td><td>\$9,134</td><td>\$9,956</td><td>\$10,652</td><td>CAGR: 5%</td></tr><tr><td>Adjusted EBITDA</td><td>\$1,815</td><td>\$2,024</td><td>\$2,506</td><td>\$2,638</td><td>\$2,983</td><td>\$3,436</td><td>CAGR: 11.4%</td></tr><tr><td>Margin</td><td>24.2%</td><td>26.5%</td><td>30.2%</td><td>28.9%</td><td>30.0%</td><td>32.3%</td><td>Average: 28.7%</td></tr></tbody></table> 2012 Sales Composition Other 10% Colocation 8% Managed Services 82%	CDN\$, 000's, Dec 31	2010A	2011A	2012A	2013P	2014P	2015P	Average	Sales	\$7,498	\$7,642	\$8,295	\$9,134	\$9,956	\$10,652	CAGR: 5%	Adjusted EBITDA	\$1,815	\$2,024	\$2,506	\$2,638	\$2,983	\$3,436	CAGR: 11.4%	Margin	24.2%	26.5%	30.2%	28.9%	30.0%	32.3%	Average: 28.7%
CDN\$, 000's, Dec 31	2010A	2011A	2012A	2013P	2014P	2015P	Average																										
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Margin	24.2%	26.5%	30.2%	28.9%	30.0%	32.3%	Average: 28.7%																										
Category of turnover	CA\$ 10 Mio.																																
# employees (heads)	~30																																
Engagement	☐ just financial ☐ just management ☒ both																																
Reference	Project Jetstream																																
Contact	Christopher Porter #1100 123 Front Street West Toronto, Ontario cporter@bdo.ca Tel: +1 416 369-3062																																

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

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	Short description: - For about 30 years, "Logistica" is a leading logistics services company providing a complete turn key solution to its diverse clients in the fashion industry, electrical appliances, footwear, products sold online, food raw materials and more. - The company provides warehouses services, inventory management, logistics centers' operation, packaging and other related value-added services. - It owns a state-of-the-art distribution network including fleet of 120 delivery trucks, visiting over 2,000 delivery points a day. - It employs approximately 300 employees and located in Israel. Services: - Operation of bonded warehouses, logistics centers, warehouses and TPL free area of approximately 150 thousand square meters. - A complete solution for the logistics chain from transporting containers, LCL, sea and air ports warehouse emptying, absorption, report regularly to the customer, value-added activities, receiving orders from customers preparing shipments, receiving returns provide customers and adjusting the product to market. Distribution services through fleet of 120 delivery trucks nationwide Transaction: 50% partnership				
Financial Highlights	Revenues : ~ 30M Euro EBITDA: 15%				
# employees (heads)					
Category of price					
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project LOGISTICA				
Contact	Tamar Ben Dor +972 (0)3 6380648 (Tel) +972 (0)3 638 2511 (Fax) tamarbe@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Manufacturer of disinfectant products Sellside



Region	Russia, Global			
Industrial sector	Industrial - Manufacturer of disinfectant products			
Title	Investment opportunity in a leading Russian manufacturer of disinfectant products.			
Short description	- Established in 1996, NDZ is a leading producer of disinfectants and detergents in Russia, with more than 10% of a market share. - The company is a leading manufacturer of top quality disinfectant products serving the following segments: Healthcare, Veterinary, Life-Science, Food and Catering industry, Community Facilities and Household. - The company's production facilities are located near Moscow. - Main customers - public and private health institutions. - The company offers a wide range of top quality products: ✓ Broad-spectrum disinfectants of high concentration ✓ Ready-to-use disinfectant solutions ✓ Skin antiseptics of various forms ✓ Antimicrobial household chemicals - The production and quality-control system is certified to ISO 22716:2007 (GMP) and ISO 9001:2000. - The Company has recently built a large new factory, fully equipped with the latest technological machinery, and highly skilled laboratory staff. - Manufacturing capacity - more than 3 million liters per year; ability of producing the full range of disinfectants in various forms (including liquids, gels, lotions, tablets). - Broad distribution network- The Company sells its products through a network of certified dealers in Russia, Belarus, Kazakhstan, Ukraine and others			
Financial Highlights	(M€)	2011	2012	2013E
	Revenues	12	15.5	16
	EBITDA - more than 20%			2014P
# employees (heads)	200			
Category of price	EUR 20-25 M			
Engagement	☐ just financial ☐ just management ☒ both			
Reference	Project NDZ			
Contact	Tamar Ben Dor +972 (0)3 6380648 (Tel) +972 (0)3 638 2511 (Fax) tamarbe@bdo.co.il			

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Manufacturing Sell-side Mandate Handling Systems



Region	Canada																								
Industrial sector	Manufacturing																								
Title	Canadian integrator of material handling systems																								
Short description	Ontario based company engaged in the design, manufacture, control and implementation of package and pallet handling systems. Leading mid-market integrator of materials handling systems. The company’s operations are located in Ontario with customers across Canada and in the USA. Growth opportunity due to growing demand for distribution centres and in expanded market penetration. FINANCIAL HIGHLIGHTS <table><tr><th>(in '000s \$CDN)</th><th>2012</th><th>2013</th><th>2014</th><th>2015F</th><th>2016P</th></tr><tr><td>Revenue</td><td>14,144</td><td>14,442</td><td>13,217</td><td>15,222</td><td>16,744</td></tr><tr><td>Normalized EBITDA</td><td>620</td><td>429</td><td>1,080</td><td>790</td><td>1,144</td></tr><tr><td>EBITDA margin</td><td>4%</td><td>3%</td><td>8%</td><td>5%</td><td>7%</td></tr></table>	(in '000s \$CDN)	2012	2013	2014	2015F	2016P	Revenue	14,144	14,442	13,217	15,222	16,744	Normalized EBITDA	620	429	1,080	790	1,144	EBITDA margin	4%	3%	8%	5%	7%
(in '000s \$CDN)	2012	2013	2014	2015F	2016P																				
Revenue	14,144	14,442	13,217	15,222	16,744																				
Normalized EBITDA	620	429	1,080	790	1,144																				
EBITDA margin	4%	3%	8%	5%	7%																				
Category of turnover	CA\$ 14 Mio.																								
# employees (heads)	30																								
Category of price	N.A.																								
Engagement	☐ just financial ☐ just management ☒ both																								
Reference	Project Evolution																								
Contact	Clark McKeown #1100 123 Front Street West Toronto, Ontario cmckeown@bdo.ca Tel: +1 416 369-6126 Christopher J. Porter #1100 123 Front Street West Toronto, Ontario cporter@bdo.ca Tel: +1 416 865-0210 Khal Ahsan #1100 123 Front Street West Toronto, Ontario kahsan@bdo.ca Tel: +1 416 775-7816																								

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Medical information system solutions leader Sellside



Region	Global				
Industrial sector	Software - Healthcare				
Title	Investment opportunity in a leader in enterprise-wide medical information system solutions				
Short description	• A privately owned company founded in 1989 • The company is a leader in enterprise-wide medical information system solutions, specializing in the design and management of patient-file oriented software solutions for Managed Care and large-scale Health Care providers • The company has a very strong client base, major healthcare providers in Israel, covering over 85% of primary and secondary care in a range of medical environments nationwide. The customer base includes all major healthcare providers/insurers in Israel, covering nearly all the primary care population, with close to 15,000 practicing physicians in over 7,000 installation sites of varying size and number of stations • The company has wide/extensive experience in software development for the medical market, application design, implementation and assimilation of information system solutions for healthcare providers • The company's software applications exist across an array of medical fields ranging from Family Practice, Pediatrics, General Surgery and Gynecology through Cardiology, Neurology, Psychiatry, Physiotherapy and many others.				
Category of turnover	USD ~10 Million				
# employees (heads)	~100				
Category of price	n.a.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	MedicSoft				
Contact	Ron Wolman +972 (0)3 636 8706 (Tel) +972 (0)3 638 2511 (Fax) ronw@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Mushroom Farm Sellside Mandate



Region	Canada
Industrial sector	Farming
Title	Large Mushroom Farm
Short description	Founded in 1972, the Company was a leading supplier of fresh mushrooms throughout Ontario and Quebec with harvesting capacity of up to 14 tons of mushrooms per day producing white, brown button and portabello mushrooms. Continental Mushroom was the largest family owned and operated mushroom farm in Canada, located 20km south of Ottawa, ON. Key Investment Considerations: • 34 houses, 300 acres of land. • Produces a variety of mushrooms. • Serves major grocery chains across Ontario.     
Category of turnover	N/A
# employees (heads)	N/A
Category of price	N/A
Engagement	☐ just financial ☐ just management ☒ both
Reference	Project Farm
Contact	Cathal O Looney Suite 1100, 123 Front Street West, Toronto, Ontario colooney@bdo.ca Tel: +1 416 865 0210 ext 3213

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Niagara Winery Sell-side Mandate



Region	Canada				
Industrial sector	Distillers and Vintners				
Title	Niagara Winery With High Development Potential				
Short description	Key investment considerations: • Prestigious award-winning VQA wine maker. • Premier wedding and wine tour provider. • Unique landscape on Lake Ontario with high land value. • High potential to create a unique destination resort, restaurant, event venue, meeting centre and wine tasting venue. • Additional vintning capacity. • Sells through Ontario LCBO, on-line and at the 'farm gate'.  				
Category of turnover	N.A.				
# employees (heads)	N.A.				
Category of price	N.A.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project Bacchus				
Contact	Christopher Porter #1100 123 Front Street West Toronto, Ontario cporter@bdo.ca Tel: +1 416-369-3062				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Plastic Board Manufacturer Sell-side Mandate



Region	Canada																																		
Industrial sector	Manufacture																																		
Title	HDPE Plastic Board Manufacturer																																		
Short description	Sale of a Canadian manufacturer of HDPE plastic board. Manufactures HDPE board in thicknesses of 0.1" to 0.5" in a variety of colours. Sells into various industries and end uses in Canada and the USA. Key Investment Considerations: - Consistent profitability with average annual sales of \$3.7 million over the past five years with average gross margin of 30.0%. - Average annual adjusted EBITDA of \$0.9 million with an adjusted EBITDA margin of 24.4% over the past five years. - Established in the HDPE sheet industry with over 25 years of experience. - A diverse and loyal customer base operating in various industries across North America. FINANCIAL HIGHLIGHTS <table border="1"> <thead> <tr> <th>April 30 year-end (CA\$000)</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th></tr> </thead> <tbody> <tr> <td>Sales</td><td>2,852</td><td>3,887</td><td>3,937</td><td>3,890</td><td>3,969</td></tr> <tr> <td>Gross Margin</td><td>32.2%</td><td>32.6%</td><td>29.1%</td><td>30.2%</td><td>25.9%</td></tr> <tr> <td>Adjusted EBITDA</td><td>720</td><td>1,057</td><td>941</td><td>1,000</td><td>795</td></tr> <tr> <td>Adjusted EBITDA Margin</td><td>25.2%</td><td>27.2%</td><td>23.9%</td><td>25.7%</td><td>20.0%</td></tr> </tbody> </table>					April 30 year-end (CA\$000)	2010	2011	2012	2013	2014	Sales	2,852	3,887	3,937	3,890	3,969	Gross Margin	32.2%	32.6%	29.1%	30.2%	25.9%	Adjusted EBITDA	720	1,057	941	1,000	795	Adjusted EBITDA Margin	25.2%	27.2%	23.9%	25.7%	20.0%
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Category of turnover	CA\$ 4 Mio.																																		
Engagement	☐ just financial ☐ just management ☒ both																																		
Reference	Project Hipcheck																																		
Contact	Clark McKeown cmckeown@bdo.ca Tel: +1 416 369-6126 Christopher J. Porter cporter@bdo.ca Tel: +1 416 865-0210 Khal Ahsan kahsan@bdo.ca Tel: +1 416 775-7816 #1100 123 Front Street West Toronto, Ontario																																		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE

KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT

SCHWEIZ,
DEUTSCHLAND,
ÖSTERREICH,
LIECHTENSTEIN

REST VON
EUROPA UND
MITTELMEER

REST DER WELT

SCHWEIZ,
DEUTSCHLAND,
ÖSTERREICH,
LIECHTENSTEIN

REST VON
EUROPA UND
MITTELMEER

REST DER WELT

Plastic products Sell-side Mandate



Region	Canada															
Industrial sector	Manufacturing															
Title	Profitable manufacturer of plastic products for both retail and commercial use.															
Short description	Sale of a profitable Canadian plastic products manufacturer. Sells directly to retailers and original equipment manufacturers (OEMs) as well as through distributors. Certain products are sold under trademarked brand names. Extensive R&D to improve products and production processes. Majority of sales within North America. <table><caption>Revenue and EBITDA Data (Estimated)</caption><thead><tr><th>Year</th><th>Revenue</th><th>EBITDA</th></tr></thead><tbody><tr><td>2011</td><td>25,000</td><td>4,000</td></tr><tr><td>2012</td><td>26,500</td><td>5,000</td></tr><tr><td>2013</td><td>26,500</td><td>4,500</td></tr><tr><td>TTM Apr 2014</td><td>29,000</td><td>5,500</td></tr></tbody></table>	Year	Revenue	EBITDA	2011	25,000	4,000	2012	26,500	5,000	2013	26,500	4,500	TTM Apr 2014	29,000	5,500
Year	Revenue	EBITDA														
2011	25,000	4,000														
2012	26,500	5,000														
2013	26,500	4,500														
TTM Apr 2014	29,000	5,500														
Category of turnover	CA\$25.0-30.0 Mio.															
# employees (heads)	~100															
Category of price	N.A.															
Engagement	☐ just financial ☐ just management ☒ both															
Reference	Project Maple															
Contact	Bruno Suppa 36 Toronto St, Suite 600 Toronto, Ontario bsuppa@bdo.ca Tel: +1 416 369-3103															

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Plastic Products Manufacturer Sell-side Mandate



Region	Canada				
Industrial sector	Manufacture				
Title	Plastic Products Manufacturer				
Short description	Sale of a Canadian manufacturer of plastic products. Serves customers internationally Commands substantial market share in its niche Significant opportunities for growth.				
Category of turnover	CA\$ 4 Mio.				
# employees (heads)	N.A.				
Category of price	N.A.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project Cedar				
Contact	Bruno Suppa 36 Toronto St, Suite 600 Toronto, Ontario bsuppa@bdo.ca Tel: +1 416 369-3103				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Power line Construction Sell-side Mandate			
Region	Canada		
Industrial sector	Construction, Utility		
Title	Leading Canadian Power Line Construction and Services Company		
Short description	Sale of a leading Canadian Power Line Construction and Services Company Based in Western Canada. Participate in above-average economic growth in Western Canada Serves a niche market in which it commands a substantial market share Both service revenue and contract revenue from installation. Significant opportunities for growth.		
Category of turnover	CA\$ 160 Mio.		
# employees (heads)	N.A.		
Category of price	N.A.		
Engagement	☐ just financial	☐ just management	☒ both
Reference	Project Power		
Contact	Clark McKeown #1100 123 Front Street West Toronto, Ontario cmckeown@bdo.ca Tel: +1 416 369-6126 Christopher J. Porter #1100 123 Front Street West Toronto, Ontario cporter@bdo.ca Tel: +1 416 865-0210 Khal Ahsan #1100 123 Front Street West Toronto, Ontario khsan@bdo.ca Tel: +1 416 775-7816		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Producer and distributor of superior seeds Sellside



Region	Israel Global				
Industrial sector	Agro-Technology				
Title	Investment opportunity in a Leading producer and distributor of superior seeds				
Short description	Company Overview Established in Brazil in 2008, SPC is a promising developer of superior castor and jatropha plant varieties for the growing global oil and biodiesel industries. The Company specializes in producing and distributing high-quality, proprietary seeds of castor and jatropha plants for growth on marginal soils. • SPC has developed elite plant varieties, achieving greater yield per hectare than any plant variety currently available. • It is ideally situated to benefit from market shifts towards larger dependency on biodiesel, and rapid global economic growth. • It has achieved 2-3 years of advantage over its competition, as it has already acclimatized several plant varieties for growth in Brazil. The Company's direct access to the most cutting-edge Israeli agro-technology research makes it a leader in implementing technology for better agricultural production. Growth Drivers •A Growing Demand for Castor Oil- Castor oil is used for over 700 different purposes in growing industries, from consumer electronics to perfumes, paints and lubricants. It does not have an affordable synthetic substitute. •Proven Value- SPC's superior plants have been tested in Brazil since 2008, and show remarkable qualities. •Disease Resistance- SPC's pipeline varieties include resistance to diseases, currently under advanced development. •No Competition With Food Crops- SPC's plant varieties grow on marginal soil.				
# employees (heads)					
Category of price	The Company is seeking to raise - \$5M.				
Engagement	☒ just financial ☐ just management ☐ both				
Reference	Agro-Technology, Project SPC				
Contact	Tamar Ben Dor +972 (0)3 6380648 (Tel) +972 (0)3 638 2511 (Fax) tamarbe@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Renewable Energy Sellside



Region	Israel Global				
Industrial sector	Renewable Energy - Wave energy technology				
Title	Investment opportunity in a leading developer of wave energy technology				
Short description	- Established in 2011, the Company aims to deliver effective, sustainable and cost-efficient wave energy solution. - EWP has developed proprietary technology for extracting energy from sea waves. - The company has completed its wave tank testing and field testing in the Black Sea, and is currently developing a 5MW grid-connected power station in Europe (project launch in Q1 2015). - Projects pipeline in capacity of 79MW (Locations: UK, Gibraltar, China, Mexico and Cyprus). - Global Reach - 2 subsidiaries in Mexico and China, as well as exclusive agents in other Countries. - A superior solution - "Efficiently handling the prominent challenges prevailing in the field and offering an all-round solution for effective energy harvesting". <i>Frost & Sullivan Product Award 2013</i>. - Highly competitive & cost effective - The expected construction and production cost is competitive compares to wind, solar and even traditional energy sources. - IP Protection - EWP's unique methods for electricity production is covered with a worldwide pending patent, with additional patents under development. - The Company is seeking for a strategic global partner to increase its reach and to support the company's current projects pipeline and long-term growth strategy.				
Financial Highlights					
# employees (heads)	18				
Category of price	The Company is seeking to raise - \$10M.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Wave energy technology, Project EWP				
Contact	Tamar Ben Dor +972 (0)3 6380648 (Tel) +972 (0)3 638 2511 (Fax) tamarbe@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Semiconductor Industry - Test equip. producer Sellside



Region	Global				
Industrial sector	Semiconductor				
Title	Investment Opportunity in a Leading Global Developer, Manufacturer and Marketer of Turn-key Reliability Test Equipment for the Semiconductor Industry				
Short description	• Founded in 1991. • SemiConTest is the leading supplier of reliability test equipment and services offering comprehensive turn-key solutions, which cater to the current and future needs of Quality, Reliability, and Technology Development groups within the semiconductor industry. • The company's turn-key test and analysis solutions provide forecasting of failure rates and performance degradation in Integrated Circuit (IC) devices. • The systems manufactured and marketed by SemiConTest allow simultaneous testing of devices and provides powerful data analysis tools. • The most of the company's activity is located in the USA. • The company has global presence with subsidiaries in USA, Germany, Japan and several distributors in the Far East. • SemiConTest complies with the Quality Management Standard ISO 9001 : 2008.				
Category of turnover	USD 15 Million				
# employees (heads)	n.a.				
Category of price	n.a.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	SemiConTest				
Contact	Ron Wolman +972 (0)3 636 8706 (Tel) +972 (0)3 638 2511 (Fax) ronw@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Technology Product Company Investment



Region	Ireland, UK and USA				
Industrial sector	Technology/Professional Services				
Title	Investment of €4m - €6m in Data Mining Company				
Short description	The Company provides advanced analytics for risk management across a broad spectrum of blue-chip customers. Established in 2007, the company has developed a unique set of tools powered by a proprietary analytical platform that analyses complex data from the widest array of digital media to deliver concise, accountable insights. The Company has raised €1m in early stage VC and is now seeking a strategic investor who can deliver the following: • Industry Expertise: Board-level individual contributors with experience in rapidly scaling a small and market proven technology product company. • Investment: Debt and Venture Capital partners who can help the Company achieve growth faster by realising some of the value already tied up in their growing portfolio of revenue, profit-generating assets and large pending customer invoice inventory.				
Category of turnover	EUR 1 to 2 mio.				
# employees (heads)	n/a				
Category of price	EUR 2 to 5 mio.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project Risk				
Contact	Katharine Byrne +353 (0)1 470 0524 (Tel) +353 (0)1 477 0524 (Fax) kbyrne@bdo.ie				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Technology - Tracking and Monitoring Sellside



Region	Global				
Industrial sector	Technology				
Title	Investment Opportunity in a Leading global company, specializing in advanced automated real- time systems for remote tracking and management of vehicles, containers, assets and people				
Short description	Company Overview General - The company offers real time tracking systems for fleet management and security applications of the vehicle and driver, containers monitoring, merchandise tracking and management, and a personal locator for the protection of individuals. All systems are characterized in strength, stability and continuous performance. Products - The company's products are practical, easy- to- use, wireless solutions, consisting of unique software and an innovative hardware, Its GPS tracking systems allow the end users a real-time online tracking of their assets (mobile or fixed) anywhere, anytime. Global presence - 110 partners and independent dealers, in over 50 countries around the world. With affiliated offices in Argentina (South America), Kenya (Africa) and UAE (Middle East), providing personal, as well as professional, service and support in a global spread out. Its Systems applications are localized for over 32 languages.				
Category of turnover	USD 10 Million				
# employees (heads)					
Category of price					
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project Track and Mon.				
Contact	Ron Wolman +972 (0)3 636 8706 (Tel) +972 (0)3 638 2511 (Fax) ronw@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Technology / Travel Company Investment



Region	Ireland/International				
Industrial sector	Technology/Travel				
Title	Equity Fundraise for Travel/Leisure Website Company				
Short description	Our client (Water) is seeking an investor to support the rolling out of an online booking platform for the travel/leisure industry. Currently, over 35 million people perform this activity once a year however, there is no website in this particular niche that allows these buyers to compare, research and book accommodation and lessons. The fundraise will allow owners of accommodation and schools giving lessons for the particular activity to sell directly to the global market via their own website. It has already signed up owners in 17 locations across Europe and North Africa with more to follow. The funds will be used to develop its website, online booking tool and hire more sales staff to support its growth strategy.				
Category of turnover	n/a				
# employees (heads)	n/a				
Category of price	n/a				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Project Water				
Contact	Con Quigley +353 (0)1 470 0504 (Tel) +353 (0)1 477 0504 (Fax) cquigley@bdo.ie				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

UV-Systems Sellside



Region	Israel - Global				
Industrial sector	Technology				
Title	Investment Opportunity in a Leading firm in designing and developing of Solar Blind UV Systems				
Short description	UV-View develops, designs, manufactures and markets a range of imaging using proprietary UV technology that enables detection of faint UV signals in full daylight for the industries: • Power distribution • Civil • Homeland security • law enforcement The company manufactures and develops custom-built inspection systems that incorporate UV-View's unique SBUV filters and optic components, according to customers' specifications and special needs. The company's systems are indispensable tools at various sections of the electrical utility industry as they provide the electricity linesmen, elaborated standalone predictive and preventative non-intrusive maintenance tools. The company's technology is indispensable also for the defense-orientated organizations that demand unique sensitive UV detection capabilities. For a consecutive year, the second time in a row, UV-View was found eligible for the Deloitte Technology Fast 50 Program due to: 1. Being a technology company that owns proprietary intellectual technology that contributes to a significant portion of its own operating revenues 2. Devoting a significant proportion of revenues to R&D of technology 3. Exhibiting revenue growth of at least 16.8% in 2010 in comparison to 2006 4. Headquartered in Israel				
Category of turnover	Roughly \$10M				
# employees (heads)	30				
Category of price					
Engagement	☒ just financial ☐ just management ☐ both				
Reference	UV-View				
Contact	Ron Wolman +972 (0)3 636 8706 (Tel) +972 (0)3 638 2511 (Fax) ronw@bdo.co.il				

KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT



Die nachfolgende Liste gibt Ihnen eine Übersicht von Unternehmen bzw. Investoren, die ein spezifisches Objekt suchen und bei Ihrer Suche durch das Corporate Finance Team von BDO betreut werden. Neben den hier aufgeführten Projekten betreut BDO weitere Kaufmandate.

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

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	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. Die gesuchten Unternehmungen entsprechen folgendem Profil: • 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	☒	nur finanzielles Engagement	☐	nur Management- kapazität	☐ beides
Referenz	Projekt Wachstum				
Kontakt	Stephan Bolliger +41 62 834 91 19 stephan.bolliger@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Herstellungsbetrieb (Konsumgüter inkl. Nahrungsmittel) Kaufgesuch / Beteiligung / Investment  	
Region	Ganze Schweiz inkl. umliegendes Ausland EU
Branche	Im Fokus dieser Suche liegt eine produzierende Unternehmung. Ein Engagement in folgenden Subsektoren ist interessant: • Nahrungsmittelindustrie inkl. Zulieferer • Konsumgüter des täglichen Bedarfs und Ähnliches (z.B. OTC Produkte, Kosmetik, Shampoos, etc.) • Herstellung von Verpackungen und verwandten Produkten Negativ-Selektion: Nicht von Interesse sind Unternehmen in der Telekom-, IT-, Elektronik-, Baugewerbe-, oder Druckgewerbebranche.
Titel	Manager sucht das Unternehmertum
Kurzbeschreibung	Nach langjähriger Führung unterschiedlicher Bereiche, unter anderem 8 Jahre als CEO (KMU Schweiz), möchte dieser technisch und kommerziell erfahrene Manager seine Kompetenzen einsetzen, um als Unternehmer die eigene Zukunft zu gestalten. Entsprechend sucht unser Kunde eine Beteiligung, ein Management-Buy-In (MBI) oder ein Spin-off. Eine aktive Mitarbeit im Verwaltungsrat wird erwünscht.
Umsatzkategorie	Ab CHF 30 mio.
# Mitarbeiter (Köpfe)	Ab ca. 40
Preiskategorie	Offen
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides
Referenz	Projekt Challenge
Kontakt	Peter Baumgartner +41 41 368 12 50 peter.baumgartner@bdo.ch

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Holzbau Firmenübernahme			
Region	Schweiz		
Branche	Holzbau		
Titel	Holzbauer / Zimmerei zur Übernahme oder für eine strategische Partnerschaft gesucht		
Kurz- beschreibung	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. 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. 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. 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.		
Umsatz- kategorie	Offen		
# Mitarbeiter (Köpfe)	Bis ca. 30		
Preis- kategorie	Offen		
Erwartetes Engagement	☐ nur finanzielles Engagement	☐ nur Management- kapazität	☒ beides
Referenz	Projekt Holzsystembau		
Kontakt	Roger Küng +41 62 834 92 32 roger.kueng@bdo.ch		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Internationale Spedition und Logistik Kaufgesuch - Beteiligung - Investment		 
Region	Deutschsprachige Schweiz und Süddeutschland	
Branche	Internationale Spedition und Logistik	
Titel	Langfristige Engagements in Form von Mehrheitsbeteiligungen (oder Minderheitsbeteiligungen mit Option auf Mehrheit) gesucht	
Kurzbeschreibung	Private Investoren mit einem fundierten speditionellen, logistischen und betriebswirtschaftlichen Hintergrund suchen Anlage- und Mitwirkungsmöglichkeiten in gesunden, erfolgreichen Unternehmen. Sei dies im Rahmen von Nachfolgelösungen, Unterstützung von MBO's oder MBI's oder auch Spin offs.	
Umsatzkategorie	Bis CHF 50 Mio.	
# Mitarbeiter (Köpfe)	10 bis 75	
Preiskategorie	Bis CHF 7 Mio.	
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides	
Referenz	Spedition	
Kontakt	Stephan Bolliger +41-62-834 91 19 stephan.bolliger@bdo.ch	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Lifestyle-Unternehmen mit Potential Kaufgesuch - Beteiligung - Investment		  			
Region	DACH-Region inkl. Italien				
Branche	Lifestyle-Unternehmen in den Bereichen Textilien, Sport, Lederwaren (Handtaschen/Geldbörsen)				
Titel	Firmenübernahme / Nachfolgeregelung / Restrukturierung				
Kurzbeschreibung	Die Mandantin ist eine sehr erfolgreiche und erfahrene Führungspersönlichkeit mit langjähriger Erfahrung auf oberster Führungsebene und beeindruckendem Leistungsausweis. Sie sucht eine Mehrheitsbeteiligung oder die Gesamtübernahme eines mittelständischen Unternehmens mit etablierter Marke im Lifestylebereich. In Frage kommen insbesondere Firmen, welche in den Bereichen Textilien (bspw. DOB, Sport, Kinder) oder Lederwaren (Handtaschen und Geldbörsen) tätig sind. Gerne auch Sanierungsfälle. In Start-ups wird nicht investiert.				
Umsatzkategorie	CHF 5 bis 25 Mio.				
# Mitarbeiter (Köpfe)	20 bis 100				
Preiskategorie	Transaktionswert bis zu CHF 10 Mio.				
Erwartetes Engagement	☐ nur finanzielles Engagement ☐ nur Managementkapazität ☒ beides				
Referenz	Projekt Lifestyle				
Kontakt	Stephan Bolliger +41-62-834 91 19 stephan.bolliger@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Nachfolgeregelung Kaufgesuch - Beteiligung - Investment



Region	Schweiz - Nordwestschweiz				
Branche	Offen				
Titel	Nachfolgeregelung / MBI				
Kurz- beschreibung	44 jähriger Schweizer sucht die Möglichkeit, ein solides, langfristig erfolgreiches Unternehmen im Zuge einer Nachfolgeregelung zu übernehmen. Qualifikationen: • 10 Jahre erfolgreiche unternehmerische Tätigkeit in internationalem Kontext • Erfahrung als GL-Mitglied einer KMU (150 MA) • Spezialisierung auf Betriebsorganisation und -optimierung • Fähigkeit sich schnell in neue Fach- und Branchenbereiche einzuarbeiten Firmenprofil: • Hersteller/Anbieter eines konjunkturunabhängigen Nischenprodukts • Mehrjährig solider Geschäftsgang • Fachkompetenz unabhängig vom Besitzer im Unternehmen vorhanden • Bereitschaft den Nachfolger über einen Zeithorizont von 1-2 Jahren einzuarbeiten • Produktionsbetriebe bevorzugt				
Umsatz- kategorie	Ab CHF 2.5 Mio.				
# Mitarbeiter (Köpfe)	Ab 10 MA				
Preis- kategorie	CHF 1 bis 3 Mio.				
Erwartetes Engagement	☐	nur finanzielles Engagement	☐	nur Management- kapazität	☒ beides
Referenz	Kontinuität				
Kontakt	Stephan Bolliger +41 (0)62 834 91 19 stephan.bolliger@bdo.ch				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Old Economy Kaufgesuch - Beteiligung - Investment 	
Region	Deutschland - Oesterreich - Schweiz
Titel	Interessante Beteiligungen im Mittelstand der „Old Economy“ gesucht
Kurz- beschreibung	Einer der führenden Private Equity Fonds in Österreich, der sich auf professionelles, partnerschaftliches und unternehmerisches Investieren versteht, sucht für seinen neu aufgelegten Fonds (Investmentvolumen: EUR 70 Mio.) passende Beteiligungen im Mittelstand. Branchenfokus: • Automobilzulieferung • Elektrotechnik und Elektronik • Medizintechnik • Maschinen- und Anlagenbaus • Nahrungsmittel- und Konsumgüterindustrie Der Investor schließt momentan Beteiligungen innerhalb der Immobilienbranche sowie Hotellerie aus strategischen Gründen zur Gänze aus.
Umsatz- kategorie	EUR 10 bis 100 Mio.
Kontakt	Marcus Bartl +43 1 537 37 416 bartl@bdo.at

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Wellness-Markenunternehmen mit Potential Kaufgesuch - Beteiligung - Investment		  	
Region	DACH-Region inkl. Italien		
Branche	Wellness-Unternehmen in den Bereichen Vitamine, Homöopathie, Hautpflege		
Titel	Firmenübernahme / Nachfolgeregelung / Restrukturierung		
Kurz- beschreibung	Die Mandantin sucht eine Mehrheitsbeteiligung oder die Gesamtübernahme eines mittelständischen Unternehmens mit etablierter Marke im Wellness-/Gesundheitsmarkt. In Frage kommen insbesondere Firmen, welche in den Bereichen Ernährungsergänzung (bspw. Vitamine, Proteinpulver, etc.), Homöopathie oder Körperpflege tätig sind. Gerne auch Sanierungsfälle. In Start-ups wird nicht investiert.		
Umsatz- kategorie	CHF 5 bis 25 Mio.		
# Mitarbeiter (Köpfe)	20 bis 100		
Preis- kategorie	Transaktionswert bis zu CHF 10 Mio.		
Erwartetes Engagement	☐ nur finanzielles Engagement	☐ nur Management- kapazität	☒ beides
Referenz	Projekt Wellness		
Kontakt	Stephan Bolliger +41-62-834 91 19 stephan.bolliger@bdo.ch		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Fabricated Metal Products Buy mandate	
Region	Europe
Industrial sector	Fabricated Metal Products
Title	Italian manufacturer of metal structures seeks targets in the same sector
Short description	Italian company active in the production and distribution of metal structures for the management of industrial commercial spaces seeking other European companies active in the same sector.
Category of turnover	n/a
# employees (heads)	n/a
Category of price	n/a
Reference	Full metal structure
Contact	Francesco Ferragina +39 055 5535405 francesco.ferragina@kon.eu



FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Food Buyside		
Region	The Netherlands	
Industrial sector	Food	
Title	AMBACHT	
Short description	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. Maximum turnover is EUR 50 mio, with a preference for a minimum of EUR 10 mio. Profitability is not a necessity.	
Category of turnover	EUR 10 to 50 mio.	
# employees (heads)	n.a.	
Category of price	n.a.	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	AMBACHT	
Contact	Mark Hendriks +31 (0)30-2 849 878 mark.hendriks@bdo.nl Bernd Kohlleppe +31 (0)30-2 849 926 bernd.kohlleppe@bdo.nl	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Food Buyside			
Region	The Netherlands		
Industrial sector	Food		
Title	FRUIT		
Short description	Our client is active in the trade of fresh fruit and vegetables. The client searches companies with activities in fruit trade (including overseas fruit).		
Category of turnover	Minimum of EUR 20 mio.		
# employees (heads)	n.a.		
Category of price	n.a.		
Engagement	☐ just financial	☐ just management	☒ both
Reference	FRUIT		
Contact	Albert Koops +31 (0)30-2 849 867 albert.koops@bdo.nl		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Leisure Buyside		
Region	The Netherlands	
Industrial sector	Leisure	
Title	LEISURE	
Short description	For an international investment fund we are looking for propositions in the leisure industry (hotels, bars, sports, wellbeing, gaming, visitor attractions etc.): • Underinvested or undermanaged companies/ industries in continental Europe. • Enterprise values up to EUR 60 million • Immature markets • Proven management teams • Build platforms to consolidate fragmented target sectors	
Category of turnover	n.a.	
# employees (heads)	n.a.	
Category of price	n.a.	
Engagement	☐ just financial ☐ just management ☒ both	
Reference	LEISURE	
Contact	Caroline Jansen +31 (0)30-2 849 887 caroline.jansen@bdo.nl	

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Offshore Buyside			
Region	The Netherlands		
Industrial sector	Offshore		
Title	COAST		
Short description	For one of our clients, we are searching a company that is active on the border between land and water. The company is preferably service related, but trading activities are also interesting. The company should be profitable with a minimum turnover of EUR 10 mio. Enterprise in the following sectors are preferred: • Water construction (a.o. dikes, dams, embankments) • Soil improvement (a.o. drillings and drainage) • Wind projects		
Category of turnover	Minimum of EUR 10 mio.		
# employees (heads)	n.a.		
Category of price	n.a.		
Engagement	☐ just financial	☐ just management	☒ both
Reference	COAST		
Contact	Albert Koops +31 (0)30-2 849 867 albert.koops@bdo.nl Willem Verhoeven +31 (0)30-2 849 858 willem.verhoeven@bdo.nl		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Value Added Beef Processor Company Buy Mandate



Region	UK/Continental Europe		
Industrial sector	Food Processing		
Title	Irish Beef Processor Seeking Target in Similar Sector		
Short description	Our client is one of Ireland's leading and progressive beef processors who is seeking to expand its operations into the UK or into Continental Europe, namely France. They are seeking the acquisition of a value added beef processor, particularly in the supply of beef burgers to retailers and the food service sector. The Revenue target range is €10m - €30m.		
Category of turnover	EUR 10 to 30 mio		
# employees (heads)	n/a		
Category of price	n/a		
Engagement	☐ just financial ☐ just management ☒ both		
Reference	Project Beef		
Contact	Richard Duffy +353 (0)1 470 0513 (Tel) +353 (0)1 477 0513 (Fax) rduffy@bdo.ie		

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Chemical Distribution Buy Side



Region	Balkan Countries, EU(EX: TR,RU).				
Industrial sector	Chemical Distribution				
Title	One of Israel's leading producers and distributors of chemical and raw materials is looking synergetic M&A opportunities in the Balkan Countries, EU(EX: TR,RU).				
Short description	Short description: One of Israel's leading producers and distributors of chemical and raw materials with revenues of over €150 million. The company manages materials responsibly from the time they arrive at the point of entry to the time they are packed, transported, and delivered to the customer. Search profile: • Revenues: \$30-70 M • Geography: Balkan Countries, EU(EX: TR,RU). Industrial A - Production of chemicals raw materials or intermediate products. B2B distribution channels for the use of industrial company operating in markets as: Building materials, water treatment, bio chemistry, polymers, coating, detergents, ink/varnishes, paint/printing, paper, food, feed, F&F etc. Industrial B - Production of private label finish goods, preferably cosmetics and toilet-ries. Development and production of generic cosmetics products (NBE) B2B distribution channels to retailers and brand owners. Distribution - Distribution of chemicals or raw materials. The activity should have added value such as: tech support, valued principles, logistic capabilities, packing facilities etc. Transaction: Majority basis only.				
Engagement	☐	just financial	☐	just management	☒ both
Reference	ChemDistrib				
Contact	MAYA IDELSON, M.B.A Mergers and Acquisitions +972 (0)3 637 4870 (Tel) +972 (0)3 638 2511 (Fax) mayai@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Flavor and fine ingredients company Buyside



Region	Global				
Industrial sector	Food				
Title	A multi-national rapidly growing flavor and fine ingredients company seeking for investments opportunities in its field				
Short description	The company is a multi-national company operating in the global flavor and fine ingredients markets. It has significant production and development centers in three continents and markets over 30,000 products to over 14,000 customers in more than 130 countries in five continents. Its products are intended for the food, beverage, flavor, fragrance, pharmaceutical, nutraceutical, health food, functional food, food additives and cosmetics industries. The company employs approximately 1,900 people worldwide within two main activities: The Flavors Segment, which develops, produces and markets flavor compounds and food systems. The Fine Ingredients Segment, which develops, produces and markets natural flavor extracts, natural functional food ingredients, natural pharma/nutraceutical extracts, specialty essential oils, citrus products and aroma chemicals. The company's products are produced in its plants in the US, UK, Switzerland, Germany, Israel, China and Turkey. The Company's global marketing organization includes branches in Israel, the US, UK, Switzerland, Germany, Belgium, the Netherlands, Denmark, France, Hungary, Romania, Russia, Ukraine, Kazakhstan, Belarus, Turkey, Brazil, Mexico, Costa Rica, China, Japan, Hong Kong, India and Indonesia. The Company also works through local agents and distributors worldwide. The company's strategy combines rapid profitable organic growth with strategic acquisitions. The company has a proven M&A track record with 32 successful acquisitions in the recent years. The company is seeking for investments opportunities in its field.				
Category of turnover	tbd				
# employees (heads)	tbd				
Category of price	USD 5-100 Million				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Flavor and Fine ingredients				
Contact	Maya Idelson +972 (0)3 637 4870 (Tel) mayai@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Global Garment Hanger Company Buyside



Region	World wide locations				
Industrial sector	Suppliers to retailers/ plastic moulding industry				
Title	HANGER				
Short description	Garment hanger company, supplying goods to the world's leading garment makers and retailers, is looking for acquisitions. They design and produce plastic and wooden hangers. Besides clothing hangers they design and produce accessorize hangers for footwear, ties, scarves, belts, socks and swimwear. Production of advertising seals are also part of the activities. They are looking for: • Suppliers to retailers with product like plastics bags, security seals, etc. • Plastic injection moulding companies e.g. plastic bottles, caps & closures, food trays etc. • Global logistics, distribution, e-tailers, recycling companies The company is looking for propositions with an attractive market size with a potential to expand worldwide.				
Category of turnover	€ 3 - 12 million EBITDA				
# employees (heads)	n.a.				
Category of price	n.a.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	HANGAR				
Contact	Caroline Jansen +31 (0)30 -2849 887 Caroline.jansen@bdo.nl				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Manufacturer and supplier of engine products Buy Side



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	Short description: 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. Headquartered in the Israel, the Company exports over 99% of its products to 30 countries throughout North America, Asia, Europe, and South America. 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. 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. Search profile: Main characteristics of the target company: 1. Sector: Automotive industry, preferably manufacturing company (commercial company - is possible) 2. Subsector: Engine management: cooling system products, fuel delivery products, sensing and engine control products. See detailed information in Annex_ 3. Other required characteristics: • Annual turnover: USD 10-60 million. • Sales: at least 60% to the Aftermarket and the balance to OEMs (either as a Tier 1 or Tier 2 supplier) • Operating markets: United States - must; Canada, Mexico, South and Central America, Europe, Asia - Optional. • Production facilities outside the US are a plus. • The company should show a clear path to sustainable growth • Technology as a differentiator is a plus				
Category of turnover	Target company annual turnover: USD 10-60 million.				
Engagement	☐	just financial	☐	just management	☒ both
Reference	AutoThermo				
Contact	Ron Wolnan +972 (0)3 636 8706 (Tel) ronw@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Pharmaceutical - global provider Buyside



Region	Eastern Europ, Western Europ, Asia, US, Americas, Global. Germany, UK, Netherlands, Czech, Poland, Russia, Hungary, Slovenia, India and others.				
Industrial sector	SIC-2834 Pharmaceutical Preparations				
Title	A leading pharmcieutical company is seeking for investmnt opportunities				
Short description	A leading global provider of OTC and generic prescription pharmaceuticals, nutritional products and active pharmaceutical ingredients (API) is seeking for investment opportunities in the Global market. Search profile: - Existing products - FDA approved (CE Approved might also be considered). - OTC, Nutritionals , Rx pharmaceuticals. - Key fields: CNS, pain, foam products, animal health, dermatological care, infant and toddler (Other fields might be also considered).				
Category of turnover	The company evaluates acquisition opportunities on the basis of their ability to deliver long-term Returned on Invested Capital (ROIC) and not by turnover.				
# employees (heads)	n.a.				
Category of price	n.a.				
Engagement	☐ just financial ☐ just management ☒ both				
Reference	Pharmaceutical - global provider				
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FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Producer and distributor of superior seeds Sell Side



Region	Israel Global				
Industrial sector	Agro-Technology				
Title	Investment opportunity in a Leading producer and distributor of superior seeds				
Short description	Company Overview Established in Brazil in 2008, SPC is a promising developer of superior castor and jatropha plant varieties for the growing global oil and biodiesel industries. The Company specializes in producing and distributing high-quality, proprietary seeds of castor and jatropha plants for growth on marginal soils. • SPC has developed elite plant varieties, achieving greater yield per hectare than any plant variety currently available. • It is ideally situated to benefit from market shifts towards larger dependency on biodiesel, and rapid global economic growth. • It has achieved 2-3 years of advantage over its competition, as it has already acclimatized several plant varieties for growth in Brazil. The Company's direct access to the most cutting-edge Israeli agro-technology research makes it a leader in implementing technology for better agricultural production. Growth Drivers •A Growing Demand for Castor Oil- Castor oil is used for over 700 different purposes in growing industries, from consumer electronics to perfumes, paints and lubricants. It does not have an affordable synthetic substitute. •Proven Value- SPC's superior plants have been tested in Brazil since 2008, and show remarkable qualities. •Disease Resistance- SPC's pipeline varieties include resistance to diseases, currently under advanced development. •No Competition With Food Crops- SPC's plant varieties grow on marginal soil.				
Financial Highlights					
# employees (heads)					
Category of price	The Company is seeking to raise - \$5M.				
Engagement	☒ just financial ☐ just management ☐ both				
Reference	Agro-Technology, Project SPC				
Contact	Tamar Ben Dor +972 (0)3 6380648 (Tel) +972 (0)3 638 2511 (Fax) tamarbe@bdo.co.il				

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Software - Mobile Workforce Management Buyside



Region	Eastern Europ, Western Europ, Asia, US, South America, Global. Germany, UK, Netherlands, Czech, Poland, Hungary, Slovenia, India, Brazil, and others.
Industrial sector	SIC - 7371 Computer Programming Services
Title	A Leading software company of Field Service Management is seeking for investment opportunities in its own field.
Short description	The company provides end-to-end Mobile Workforce Management system from planning through executing and reviewing. The company's turnover is about 100\$ million and it has over 200 customers worldwide in a wide range of industries (e.g. Communications, Homes Services, Oil and Gas, Public Safety & Security, Rail, Utilities and others). The Search profile: Software companies with actual product and customer base, providing: Service optimization solutions (or) mobile workforce management solutions Cloud or on-premise Minimum turnover of 10\$ million.
Category of turnover	10-50 million Euro
# employees (heads)	NA
Category of price	Euro
Engagement	☐ just financial ☐ just management ☒ both
Reference	Software - Mobile Workforce Management
Contact	MAYA IDELSON, M.B.A Mergers and Acquisitions +972 (0)3 637 4870 (Tel) +972 (0)3 638 2511 (Fax) mayai@bdo.co.il

FIRMENANGEBOTE - VERKAUF - NACHFOLGE			KAUFGESUCHE - BETEILIGUNGEN - INVESTMENT		
SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT	SCHWEIZ, DEUTSCHLAND, ÖSTERREICH, LIECHTENSTEIN	REST VON EUROPA UND MITTELMEER	REST DER WELT

Targets with future-oriented Buyside / Investment



Region	Europe (preferred Austria, Germany, Switzerland), North America				
Industrial sector	Automotive safety, (precision) engineering & technology				
Title	Seeking investment opportunities automotive safety or other innovative industry				
Short description	An Austrian privately owned group of companies is looking to expand its business. The group is currently engaged in the following two main areas of business which produce a variety of products for different industries: automotive safety systems and precision technology. Its main operations include plastic moulding, punching and die cutting, fine mechanics, pyrotechnics and precision technology. The group is seeking investment opportunities fulfilling the following criteria: • The company the investment is to be made in should either be engaged in the same area of business as the investor or at least complement the group's lines of business. i.e. it should also be a manufacturing company either producing the same products or being engaged in upstream or downstream industries. Alternatively, the company is also interested in future-oriented technology products, which are suitable for series production. • It is essential that the target is not merely engaged in trading but in manufacturing. • In general, the company should target a niche (with at least the potential to be the market leader in this niche) or should make unique propositions to its customers. In other words the investor is not looking for mass production of commodities. The investor is particularly interested in supporting future-oriented industries, engaged in the production of electronic devices, environmental technologies, energy or similar. • The company should either be based in the so-called DACH-region (Germany, Austria, Switzerland), rest of Europe or in North America. Depending on where the company is based, the group has defined further restraints on the target: ✓ A potential target in North America should definitely not be engaged in any other but the automotive safety industry. Furthermore, it needs to be an existing and operating company including a management team. ✓ The industries in the DACH-region and rest of Europe can range from automotive, clean technology to medical or any other future-oriented technology. Investments in the DACH-region are even possible into companies with restructuring needs. Important for companies in the DACH-region is that the investor may also take over management functions.				
Category of turnover	EUR < 100 mio.				
Category of price	EUR 10 bis 25 mio.				
Engagement	☒ just financial ☐ just management ☒ both				
Reference	Project PEARL				
Contact	Doris Nöhrer +43 1 537 37 662 doris.noehrer@bdo.at				

GEHEIMHALTUNG

Während eines M&A-Prozesses wird von allen Beteiligten strengste Verschwiegenheit und Geheimhaltung vorausgesetzt. Nur so können alle Interessen und Rechte der involvierten Parteien in ausreichendem Masse geschützt werden.

Sämtliche BDO Landesgesellschaften, welche im BDO M&A-Bulletin Projekte publizieren, verpflichten sich in diesem Zusammenhang zu folgenden Punkten:

- Über die Tatsache von Kontakten und Verhandlungen sowie über den Inhalt solcher Verhandlungen gegenüber Dritten striktes Stillschweigen zu bewahren; dies gilt auch nach Beendigung der Verhandlungen.
- Alle den Partnerunternehmen offenbarten vertraulichen Informationen geheim zu halten und die notwendigen Vorkehrungen zu treffen, dass Unbefugte keine Einsicht in die Unterlagen nehmen können.
- Alle Informationen über den finanziellen und technischen Status des Unternehmens wie auch alle übrigen Angaben weder für eigene Zwecke noch für Zwecke Dritter in irgendeiner Weise zu verwenden.
- Die in schriftlicher Form erhaltenen Informationen vollständig zurückzugeben, sobald das Ende der Verhandlungen festgestellt wird.

Unsere Dienstleistungen im Bereich M&A

M&A-Verkaufsprojekte	Verkauf eines Kleinunternehmens - Unternehmenswert: < CHF 5.0 Mio. - Fokussierung auf Optimierung der Nachfolge - Häufig steuerliche Aspekte	Verkauf Mittelgrosses Unternehmen - Unternehmenswert: CHF 5.0 Mio. bis 30 Mio. - Fokussierung auf Synergieüberlegungen und Wertsteigerung	Verkauf / Spin-off / Divestment - Unternehmenswert: > CHF 30 Mio. - Fokussierung auf Strategieaspekte	Unternehmensverkauf in der Krise - Beschleunigter M&A-Verkaufsprozess - AMA - Accelerated M&A Sale
	Kauf eines Unternehmens mittels „aktiver Suche“ - Professioneller Käufer - Aktive Suche - Klar fokussierte Suchkriterien	Kauf eines Unternehmens mittels „passiver Suche“ - Semi-professioneller Käufer - Passive Suche - Häufig sehr breiter Suchraster	MBO, MBI, LBO Kauf eines Unternehmens unter Beteiligung des Managements	
	Fremdkapitalbeschaffung Häufig für Unternehmen in Wachstumsphasen oder in Umstrukturierungssituationen	Eigenkapitalbeschaffung Häufig für Start up-, Expansions- und Restrukturierungsfinanzierung		
	Mergers / Allianzen / Joint Ventures Häufig zur Umsetzung einer Wachstumsstrategie bei Expansion in neue Märkte oder vertikale Integration	Erstellung von Finanzplänen Als Entscheidungsfindung für den geschäftlichen Erfolg	Prüfung von Finanzplänen Unabhängige Prüfung zur Absicherung des geschäftlichen Erfolgs	

KONTAKTAUFNAHME

Übermitteln Sie uns ein E-Mail, Fax, schreiben Sie uns oder rufen Sie ganz einfach an, wenn Sie mehr über die in diesem Bulletin ausgeschriebenen Projekte erfahren möchten. Die Kontaktdaten der verantwortlichen Projektleiter finden Sie in der Projektbeschreibung. Bei Fragen allgemeiner Art oder zu weiteren Dienstleistungen von BDO International stehen Ihnen unsere M&A-Verantwortlichen in Ihrer Region gerne zur Verfügung. Namen und Adressen finden Sie auf den letzten beiden Seiten des M&A-Bulletin.

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