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CORPORATE FINANCE ADVISORS

Sale of companies

Professional preparation and implementation of the sale of companies

- Development of sales strategies
- Finding suitable targets
- Professional transaction support

Background information

There are various reasons for the sale of a business: a desire to win new strategic partners, realization of corporate succession or investor exits. Companies are left within the tight time frames due to the lack of necessary experience in completing transactions and operational business activities. However, it is essential to be well-prepared in order to achieve an optimal result. In such a way, enterprises obtain not only better negotiating positions and higher values, but find the most strategically suitable acquirers.

An experienced M&A consultant from eventurecat will support you with the acquisition process. This will help to avoid unnecessary errors while preparing and implementing:

- Divergent sales strategies of share holders
- Imprecise positioning for various buyer groups
- Incomprehensible business models and growth strategies
- Inadequate presentation of existing assets
- Incomplete and incorrect documentation
- Unrealistic or poorly substantiated value systems
- Improper communication towards employees, customers and other market participants
- Uncoordinated and very long selling processes
- No bidding competition among interested buyers
- High value deduction through the discovery of unexpected deficits within the due diligence
- Non-recognition of financial disadvantages while negotiating

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M&A Sellside Advisory

Your benefits

Shareholders and enterprises can optimize not just their negotiating position with the help of detailed preparations, but they profit from the coordination procedure and comprehensive support by eventurecat:

- Central project management
- Preparation of professional documentation
- Objectified identification of assets
- Anonymous contacting processes
- Existing contacts
- Professional moderation by experienced M&A consultants
- Possibility for multi-stage negotiations
- Qualified consulting network (Legal & Tax)
- Access to the transactional experience

eventurecat advises enterprises so they can encounter professional M&A departments as well as prospective customers with an experience in transactions.

Project team

eventurecat offers you a team that will assist your enterprise individually. The advise during a complex transactional process needs a highly qualified specialist team: Experts in financial planning and enterprise valuation, experts for identification of technological assets, project supervisors for process monitoring and coordination, entrepreneurs with industry knowledge, and experienced chief negotiators for transactional flows.

Target group

Entrepreneurs, executive boards, managing directors, commercial managers and shareholders in IT, internet and mobile enterprises

Fees

Invoicing follows the common model of M&A consultancies (monthly retainer and a success-based fee upon completion of the transaction).

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The process of M&A Sellside Advisory

1 Strategy and documentation

- Analysis of alternative options
- Business and financial planning
- Documenting of objectives
- Setting up of buyer's profile
- Identification of potential buying groups
- Anonymous short profile

2 Planning and preparation

- Informational Memorandum
- Preparation of a management presentation
- Detailed enterprise and asset evaluation
- Market research and identification of potential buyers
- Longlist/Shortlist
- Determination of an approach strategy
- Preparation of the due diligence

3 Contact

- Distribution of anonymous short profile
- Exchange of confidentiality agreements
- Distribution of the Information Memorandum
- Management presentation
- Requests for indicative offers

4 Evaluation and Due Diligence

- Comparison of indicative offers
- Due diligence support
- Requirement and selection of binding offers
- Term sheet negotiations and antitrust audit

5 Negotiations and Closing

- Support with final/contract negotiations
- Signing, application for antitrust and closing

eventurecat GmbH

eventurecat is a leading corporate finance expert for the IT, internet and mobile industries in Germany. Our in-depth industry know-how and entrepreneurial experience enable us to assist companies comprehensively in the acquisition and sale of companies (M&A) and venture capital transactions.

Since the company's founding in 2003, we have advised more than 400 projects in the industry and have built up an international network of venture capital firms and strategic buyers.

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