

FUCHS CONSULT



ADVICE ON
MERGERS AND ACQUISITIONS

Our Clients – Our Services

FUCHS CONSULT is a well established advisory firm, specialising in mergers and acquisitions. Our clients are usually entrepreneurs, owners or shareholders of privately owned German companies whom we assist in selling their operation. We also work for international companies seeking a foothold in Germany or broadening their German base by acquisitions or regarding the divestment of their German subsidiaries.

Since its founding in 1990, FUCHS CONSULT has worked successfully on a large number of mainly cross-border transactions.

Our advice is independent. We are committed exclusively to our clients.

Divestments

The disposal of a company is the most sensitive project in the field of mergers and acquisitions. This is the case especially, when selling a privately owned company. It is imperative to perform a smooth, secure and professional transfer of ownership of a company that was build over many years. This is in the interest of the company and its employees as well as the company's owners, who often depend on the company as their main financial asset. Therefore it is necessary that the adviser is well prepared in order to complete successfully the transaction process.

FUCHS CONSULT illustrates your company structure in an Information Memorandum and emphasizes the strengths of your company. The future negotiation process is based on this Information Memorandum. Only complete documentation allows potential buyers to evaluate the growth potential of the company properly, and helps to limit queries during the negotiation process.

FUCHS CONSULT carries out a systematic and targeted search for potential acquisition candidates with high synergy potentials based on the selection criteria derived from the corporate strategy. The analysis of the target companies covers ownership structure as well as financial and competitive position and recent acquisition track record of the target company. This systematic approach forms the basis for the development of a suitable strategy. We also select the appropriate financial investors for a management buy-in or management buy-out.

FUCHS CONSULT will assist you in evaluating the target company in order to ensure that the purchase price is appropriate. Our company valuation study is based on international standards as well as German national criteria and includes such methods as the discounted Cash-flow approach, comparable company analysis, sustainable earnings approach and stock market valuation. You will also benefit from our familiarity with German accounting principles and our knowledge of purchase prices actually paid in transactions within Germany.

Acquisition of a Company

We will assist you with the acquisition of entire enterprises or company divisions. FUCHS CONSULT carries out a systematic and targeted search for potential acquisition candidates based on the selection criteria derived from your corporate strategy. The analysis of the target companies covers ownership structure as well as financial and competitive position. This systematic approach forms the basis for the development of a suitable strategy. After the confidential approach of potential acquisition candidates we will prepare the relevant information for you and actively advise you on the investment structure and purchase price. We coordinate and mediate the preparation of the offer, the due diligence process and negotiations exclusively in your interest.

Approach and Negotiations

We could introduce you on a confidential basis to potentially interested parties. This confidential approach to owners or executives is a crucial prerequisite for their willingness to enter into negotiations. Due to our systematic analysis and experience in this field we have established a sound reputation as competent partners in the many complex negotiations we have successfully conducted over the years.

FUCHS CONSULT coordinates and mediates during the entire negotiation process, the discussions exclusively in your interest. We ensure consistent progress of the negotiations until conclusion of the deal. During the final process of an acquisition, we will coordinate your legal, tax and accounting advisors.

Negotiations about acquisitions and disposals of companies have a very high degree of breakdown susceptibility. The number of discontinued negotiations is significantly higher than those successfully finished. Agreement is only possible, if it is based on mutual consent between seller and buyer while taking the expectation of either party into consideration. An experienced adviser is essential to achieve this goal. FUCHS CONSULT knows how to assert its client's interests in negotiations, since its experience enables us to anticipate how the other party thinks and how they will probably react. We can also sense when negotiations should be terminated if it is clear that they have no chance of success and before too much time and emotion has been invested by all concerned.

Project management, for FUCHS CONSULT, is the conducting of negotiations from the introduction until conclusion of the deal. Our employees have years of experience in successfully executing such transactions in a variety of industrial sectors. In a personal conversation we would like to present you our successfully completed projects by industrial sector and size.

Independence and Confidentiality

FUCHS CONSULT is a privately owned and independent company since it was established in 1990. We work solely in the field of mergers and acquisitions. Therefore, we have no potential conflict of interests as to financing or other capital market or merchant banking services.

Our advice is independent. We are committed exclusively to our clients. FUCHS CONSULT has no reporting or information obligations towards any supervisory or advisory board. Confidentiality is therefore guaranteed.

Time Scale and Compensation

The extent and nature of our advisory services depend on the specific situation and our client's requirements. Our compensation consists of an advisory fee and a success fee. The advisory fee is calculated on a time basis. The success fee is determined by the size and structure of the completed transaction. We will let you have an individual written offer specifying estimated work load, time scale and compensation.

Dr. Bodo Fuchs set up Deutsche Bank's business unit for advice on mergers and acquisitions in 1984. He headed this operation as managing director until mid 1990 and established it as market leader in Germany. Since November 1990, he has been managing director of FUCHS CONSULT GmbH in Wiesbaden, Germany.

FUCHS CONSULT GmbH
Kreuzberger Ring 64 · D-65205 Wiesbaden
Telephone (x49 611) 70 00 40 · Fax (x49 611) 71 04 04
www.fuchs-consult.com
info@fuchs-consult.com