

FUCHS CONSULT

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.

During the entire negotiation process, FUCHS CONSULT coordinates and mediates 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, FUCHS CONSULT 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.

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