

Capital procurement: Our structured process

______ 3-4 Weeks ______ 4-6 Weeks _____ → ← 8-12 Weeks — Offer phase **Due Diligence Transaction completion** Phase **Document preparation Project preparation Project execution** Successful conclusion Goals Joint development of the Coordination of the marketing Preparation of the key Gathering and evaluating Work financial model documents for the data room binding offers strategy (wide or narrow steps targeting) Modelling of key scenarios. Preparation of a target • Draft of a purchase or share sensitivities and parameter Contacting potential investors transaction structure purchase agreement alternatives (strategic and financial investors) Coordination of further • Assistance in contract nego-• Distribution of sales materials • Development and identification management meetings and tiations (legal and tax advice). of the value drivers exploratory talks contract signing • Gathering non-binding • Analysis of the market and financing offers Organisation of and answering Development of a communicaticompetitive environment question-answer lists ons strategy for the transaction • Exploratory talks and (Q&A sessions) (press releases) • Preparation of Management Management Presentation/ Presentation, teaser and other on-site visits sales materials Invitation to the data room. Assembly of a list of potential prospects (investor list) • Selection and steering of the data room for the due diligence phase

Added value

Long experience in assisting management teams, companies and shareholders

Complete transparency of our actions

Extensive network in investor and purchaser circles

Focus on the key growth drivers and USPs

Identification of deal breakers
Identification of basic interest and financing conditions

Negotiation skills

Sensitivity analysis concerning financing contracts