

Transaction Advisory Services



**We only do what we do best,
and we do it with
total commitment.**

**What belongs together
comes together.**



Who we are and how we work

We are an independent consulting company with long-standing and experienced partners specializing in the field of acquisition and sale of companies. In our opinion, Mergers & Acquisitions (M&A) consists of bringing together potential buyers and sellers in a confidential and sensitive manner with all the associated complex activities.

We accompany our clients step by step during the whole transaction as well as within sub-processes where required. Acting as entrepreneurial M&A advisors, we only look after your interests, regardless of whether you wish to acquire or sell a company. We work discretely and fast. Our references for successfully closed M&A transactions will be provided exclusively in personal discussions.

Our fees are based on the required time as well as successful closing of the transaction. We have a closing rate of over 70% in relation to our given mandates.



**You can only sell
your business once.**

Selling a company

In most cases, selling a company is a one-time process for the owner in which mistakes can lead to significant material losses. There is hardly any way to learn from mistakes after the sale.

Our services include:

- Determination of the selling strategy together with the owner of the company
- Evaluation of the company
- Search for adequate prospective buyers
- Creation of an anonymized company profile
- Creation of a sales brochure
- Contact of potential buyers on the basis of the company profile
- Preparation of all necessary documents and coordination of data checks
- Coordination of the cooperation with auditors, tax consultants and lawyers
- Negotiation assistance or leadership of negotiations

A hand is shown holding a single, ornate golden key. This key is the central focus, with a bright light flare behind it. Numerous other keys of various shapes and colors (including black and silver) are suspended from thin white strings, hanging in the background against a clear blue sky. The background keys are out of focus, creating a sense of depth and highlighting the chosen key.

Success in acquiring a company through competence and independence.

Acquiring a company

Potential sellers often choose auctions for the selling process in which potential buyers have to present a concept for continuation of the company that also needs to take into account the future of the employees and the company besides the acquisition price and the transaction structure. In most cases, the best continuation concept has good prospects for a successful transaction.

Our services include:

- Determination of the buying strategy together with the client
- Search for suitable target companies according to a priority list
- Anonymous contact of the target companies
- Evaluation of the suitable target companies
- Preparation of the transaction including due diligence checks and coordination of the collaboration with auditors, tax consultants and lawyers
- Negotiation assistance or leadership of negotiations

Entrepreneurs for entrepreneurs.



Why you should choose us

Our philosophy is based on four principles whose combination has led to high client satisfaction with our services up to present.

Efficiency - a specific partner from our team will be assigned to each client from the beginning to the end of a transaction. This ensures optimal results and smooth cooperation.

Medium-sized companies - as a result of our long-standing experience in various industries, we are able to consider in particular the specific needs of medium-sized and owner-managed companies in our consulting services.

Attainability - as part of our extensive project experience in different industries, we have developed a sense for attainable results and consequently strive for solutions that generate benefits for all the involved parties.

Consequences - as we have no affiliation with banks, auditing or tax consulting firms, we can offer our clients the greatest freedom of choice in the decision making process.

There is no substitute for experience.



References

We do not use our clients' names for advertising.

We have closed numerous transactions in diverse industries with success. References will only be disclosed in personal meetings and we kindly ask for your understanding of this policy.

M&A business is and will always be a matter of trust, which also applies to your project.



Making the first move ...

🔍 www.emaconsulting.de

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