

M&A approach QRelation Management Team & SYNAVIA

PREPARATION

Phase
0

Increasing the
value of the company:
sales, efficiency

The analysis is aligned:

Sales

- Intensification of existing customer relationships with approaching and gaining new customers in the aerospace industry
- New industries & markets (cooperation with Macher GmbH)

Process analysis

- Analysis of the company's core processes
- Assessment of the industrial and digital maturity level
- Documentation of results with concrete recommendations for action

MERGER & ACQUISITION PROCESS

Phase
1

Market analysis
“find the right target“

Market analysis of potential targets:

Phase 1A

- Definition of M&A set-up & strategy
- Target search & long list

Phase 1B

- Selection & Short List
- First F2F meetings through QRelation

Phase 1C (optional)

- Pre-selection / Pre Due Diligence with company valuation

Phase
2

Detailed analysis
“close the deal“

Detailed target analysis:

- Detailed analysis
- Data Room Management
- Due Diligence
- Negotiations
- Documentation

POST MERGER INTEGRATION

Phase
3

Post Merger
“ensure integration“

Support to ensure successful integration of the new company:

- Post Merger & Deal Monitoring: Change Management. Integration of the new company.
- Interim Management
- Securing investor interest
- Leading the management team of the new company