



## **Mergers & Acquisitions advice**

Thanks to a thorough knowledge of a limited number of sectors, Aurige Finance's team is in a position to offer its clients an excellent mastering of the strategic stakes of these specific sectors. The main steps of acquisition and sale transactions are the following:

### **Acquisition advisory: acquisition mandate**

Definition of an external growth strategy

Identification of the potential targets

Approach and analysis of the selected targets (strategy, human and financial means, potential synergies, valuation)

Support to the buyer during the negotiations with the potential target(s) offering the best strategic fit and procurement of an exclusivity agreement

Coordination of the due diligences

Support to the buyer during the final negotiations and the closing of the transaction.

### **Sales advisory: sales mandate**

Definition of a strategy

Drafting of a Memorandum of Information and preparation of an initial valuation approach.

Identification of the potential buyers, presentation of the Memorandum of Information and assistance during the selection of the offers.

Setting up and supervision of a data room

Assistance to the seller during the final negotiations with the buyer and the closing of the transaction.

### **An extremely incentive remuneration**

*Aurige Finance's remuneration for these transactions is made up of two elements:*

- *A fixed part, the "retainer", paid at the signing of the mandate or at various stages of the transaction,*
- *A variable part, the « success fee » due at the closing of the transaction, and if successful only. The success fee is, most of the time, a gradual percentage of the sale price for sales mandates and fixed amount, previously agreed-upon,, for acquisition mandates. It represents, in general, more than 90% of the total amount of the fees.*

