

# *S & P*

## *Mergers and Acquisitions*

### PROFILE

S&P, founded in 1989 by Dr. Wolfgang Steuernagel and Dr. Dieter Heymans, is one of the leading firms in the important German M&A market. The headquarter of the company is located in Essen/Ruhr, with a branch in Düsseldorf.

Most of its partners have many years of experience and extensive know-how in managing medium-sized and large companies. Their strategic competence as well as their close contacts with industry, trade, banks and service companies enable S&P to meet the high expectations of its clients.

As an independent firm, S&P is free of any conflicts of interest, and guarantees absolute confidentiality to its clients.

Since it was founded, S&P has initiated and conducted numerous transactions in many sectors, both nationally and internationally.

### SERVICES

S&P provides its consulting and intermediary services for families and their enterprises, corporations, private equity companies, and personal investors concerning:

- Acquisitions and sales of companies
- Corporate divestments
- Mergers and strategic alliances
- Management buy-ins and buy-outs

In general, S&P's services are: Analysis of the company and the relevant markets, planning of the transaction, identification and contacts to potential acquirers or vendors, as well as initiation and carrying out of the negotiation until the completion of the transaction.

As a matter of principle, S&P acts on the basis of exclusive mandates for the best possible result of its clients. The remuneration of its services normally consists of a retainer as well as an additional success fee resulting from the enterprise value of the transaction.

### M & A WORLDWIDE

For its important cross-border business S&P is a founding member of M & A Worldwide. This global network is represented at present by members in nearly 40 countries as follows:

#### Europe:

Austria	Germany	Norway
Belgium	Hungary	Poland
Bulgaria	Ireland	Portugal
Croatia	Italy	Spain
Denmark	Lithuania	Sweden
Finland	Luxembourg	Turkey
France	Netherlands	United Kingdom

#### Overseas:

Algeria	India
Argentina	Israel
Australia	Japan
Brazil	Singapore
Canada	Thailand & Laos
China	USA
Ecuador	

### REFERENCES

S&P's buyers and sellers mandates have been given by important companies in the following sectors:

Advertising	Energy industry	Measurement technology	Retail trade
Agriculture	Engineering services	Meat products	Sanitary goods
Air conditioning	Environmental services	Mechanical, plant engineering	Security technology
Aluminium products	Facility management	Medical technology	Special chemicals
Automotive parts	Fashions, textile products	Metal processing	Special machinery
Beverages	Flavours, fragrances	Mineral water	Steel, metal trading
Bread, pastries	Fertilizers	Paints	Tourism
Building industry	Food stuffs	Plastics	Water technology
Building materials	Garden products	Public relations	Wood products
Chemical products	Information technology	Publishing	
Consulting	Insurances	Pumps	
Cosmetics	Locks, mountings	Recycling	
Electrical equipment	Logistical services	Restaurants	

### PARTNERS

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