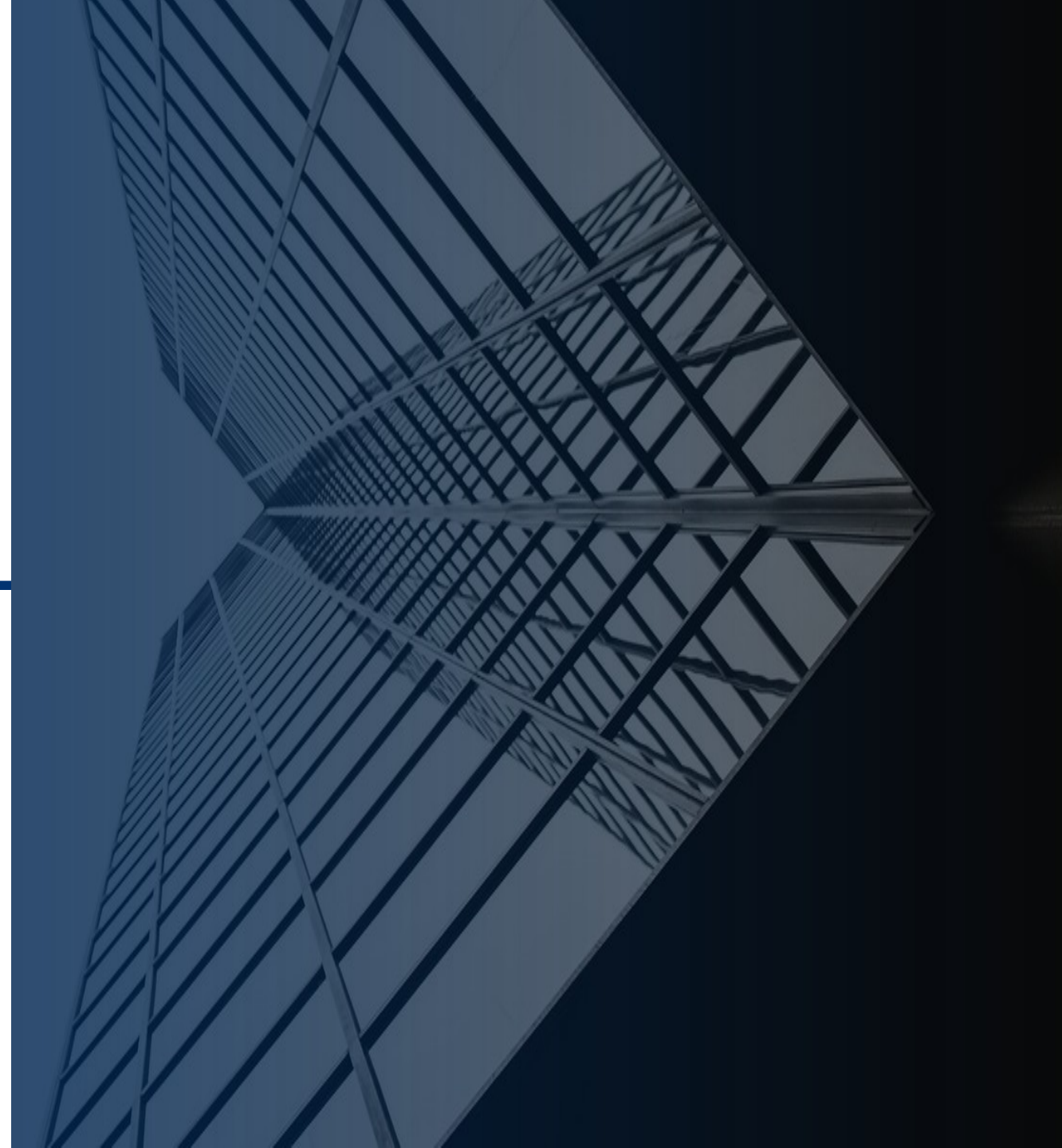


# RETURN MANAGEMENT

- Use Case - Unternehmensnachfolge



# Use Case - Company Succession

## Successful company succession - Facility Management

| Situation & Goals  | Measures  | Results after 6 months  |
|--|---|---|
| <p><u>Situation</u></p> <p>Managing partner around 60 years old and no internal successor available</p> <p>Sale through own efforts failed due to insufficient preparation</p> <p>Industry consultants with low activities</p> <p><u>Goals</u></p> <p><b>Sale of the company by the end of 2020</b><br/><b>Realization of a minimum purchase price</b></p> | <p>Establishment of a corporate memorandum with a medium-term financial plan.</p> <p>Set-up of a structured process with generation of interested parties through advertisements and direct approach and establishment of a "bidder competition".</p> <p>Contract development with qualified lawyer Execution of the negotiation phase with several potential buyers until conclusion of the contract.</p> <p>Accompaniment of the seller until the closing of the transaction.</p> | <p><b>Realization of a purchase price that is 2.5 times the minimum purchase price</b></p> <p><b>Notarization in November 2020</b></p> <p><b>Handover of the company at the end of 2020</b></p> |