



February | 09

M&A Deal List

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Buy Side Deals

Opportunity E-1 (Bin)

SECTOR	IT Services or Products firm in the TELECOM sector
ACTIVITY	Billing systems Other value add services Operation Support Systems (OSS) services
STAKE	51% up
TURNOVER	\$30M - \$40M
EBITDA	10% - 20%
LOCATION	US – UK – Eastern Europe – South America

Opportunity E-2 (Bin)

SECTOR	Data Centre or Remote Infrastructure Management or Managed Services
ACTIVITY	Data Centre Management Network Management Security Management Desktop Management Help Desk Services Reporting and Documentation Business Management Application Management
STAKE	51% up
TURNOVER	\$10M - \$100M
EBITDA	10% - 20%
LOCATION	US – UK – Europe, etc...

Opportunity E-3 (A1)

SECTOR	All industry sectors except non Islamic or in the recent market real estate
CHARACTERISTICS	Growth capital or buy out situation No turn around Cash generative businesses Strong management team Open to consider build ups and co-investments with buy-side company Family businesses looking for an exit are interesting targets
TICKET	Between \$50M and \$75M
STAKE	Majority but not 100%
TURNOVER	N/D
EBITDA	N/D
LOCATION	France – Spain – Rest of Europe

Opportunity E-5 (Bin)

SECTOR	Prefer to avoid financial, alcohol, gambling and tobacco sectors (due to Islamic Banking rules) Preference for alternative energy, energy, resources sectors, IT, biotech, pharmaceutical, real estate, infrastructure
CHARACTERISTICS	Existing management to stay (except in dire situations)
STAKE	Preference for majority stake
TURNOVER	N/D
VALUATION	\$25M up

LOCATION

France – Spain - Rest of the World

Opportunity E-6 (Bin)

SECTOR

Hotels, engineering, oil & gas services, insurance

CHARACTERISTICS

Profitable companies with defined cash flows [should be able to support acquisition finance; 70:30]
Cross benefits; value for the region should be perceived

STAKE

Management control (preferred in some cases)

TURNOVER

N/D

TICKET

\$25M up

LOCATION

France – Spain - Rest of the World

Sell Side Deal

Opportunity E-8 (Bih)

SECTOR	Real Estate
ACTIVITY	Fund to acquire products sourced and built by a leading building company
TICKET	Between CHF15M and CHF70M
TARGET RETURN	Between 7% and 9% after 5 years
LOCATION	Switzerland

Opportunity E-9 (Var)

SECTOR	Health
CHARACTERISTICS	Marketing, sales, distribution, lease and representation of all sorts of hospital supplies, surgery tools, disposal implants, orthopaedic and other surgery features and furniture like electronic medicine systems or sterilisation and transplant systems Systems supply an maintenance services of machineries for hospitals and surgeries Advisory services on all of the above Tender to any public and local government invitation related to charity or social development
PRICE	€12M
TURNOVER	€3M
EBITDA	€1M
LOCATION	Spain

Opportunity E-10 (Var)

SECTOR	Hospitality
CHARACTERISTICS	<p>Apartment hotel, in front on a large beach of thin sand. A product of reference to the Dutch, Nordic and Canadian market for long stays in winter 232 apartments Out-door heated swimming pool. Swimming pool for children. Snack bar by the pool. Gardens Apartment content: Air conditioning, Tel., Satellite TV, fully equipped bathroom. Kitchenette with fridge. Dining area, cutlery and dishes. Individual terrace with table and chairs</p>
PRICE	€10M
STAKE	43,64% of equity
TURNOVER	€3,645,114M
EBITDA	€1,034,428M
LOCATION	Spain – Costa del Sol

Opportunity E-11 (Cor, only on the market from March on)

SECTOR	IT
CHARACTERISTICS	<p>Cross-sector solutions for reliable, transparent and error free IT management in data centre environments. The product controls and monitors application processes, the processing, storing and restoring of large volumes of data, as well as the documentation of complex IT supported business processes In excess of 500 B2B customers with over 75% of them in the banking industry</p>
PRICE	€40M
STAKE	100% of spin-off with over 30% CF
LOCATION	Germany

Opportunity E-12 (Var)

SECTOR	Renewable energy
CHARACTERISTICS	Several photovoltaic installations for sale. Double axis tracking systems Fully registered and authorised, completed, up and running 5MW aggregated capacity at peak power
PRICE	€37,47M
STAKE	100% of plants. Ground for lease
IRR	Between 10% and 10,5%
LOCATION	Spain

About Value Creation – Alternative...

Value Creation – Alternative is a Strategy and Investment firm specialised in Business Development. We help companies to develop their business through acquisition and organic grow. We accompany our clients throughout the entire life cycle of their development programme: strategy definition, target search, due-diligence, negotiation, transformation map and change management.

We are a worldwide network of seasoned professionals and have collectively advised M&A projects worth nearly US\$100B.

We support complex strategic and operational business decisions with deep analysis and robust process. Our methodology is a combination of desk research, interviews and application of internal know-how.

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