

**Exemplary
M&A Project
(China inbound)**

**Module 1:
Screening**

- Select of 3 targets, gather detailed corp. profiles & financials
- Approach managers and/or owners
- Sketch pillars of possible transaction models
- Evaluate

**Module 2:
Negotiations**

- Negotiate with owners / managers until pre-contract
- Further evaluation targets
- Financial analysis, due diligence

**Module 3:
Closing**

- Final contract negotiations & deal structure
- Shareholder approval process
- Assist in all other functions until closing

Results & Targets

- ⇒ Long & short list
- ⇒ Sketch of coop models
- ⇒ Confidentiality agreements, LOI, MOU

- ⇒ DCF & financial analysis
- ⇒ Diligence report
- ⇒ Pre contract

- ⇒ Signing of definitive agreements
- ⇒ Closing of transactions

Estimated Time Frame

- 2 months

- 4 months

- Depends

SHP Team Members

- Jassie Dong
- Glen Wang
- Isabella Hu
- Peter Siegle

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- Roy Wang

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Fees incl. costs

- Fixed fee acc. to complexity of project

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- Success fee