

S & P *Mergers and Acquisitions*

PROFILE

S&P, founded in 1989 by Wolfgang Steuernagel and Dieter Heymans, is today one of the leading firms in the German M&A market. It is situated in Düsseldorf, a city known for its central location in Europe, its considerable economic potential, and its flair as the metropolis of the Rhineland. S&P is a member of the VMA Federation of German M&A Boutiques.

S&P's 11 partners have many years of experience and extensive know-how in managing medium-sized and large companies. They use their experience to initiate and undertake corporate transactions. S&P strategic competence as well as its close contacts with industry and trade, banks, and financial investors 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 major sectors, on both the national and the international levels.

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-outs and buy-ins

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 results 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 EUROPE

For its important cross-border business S&P is an Executive Member of M & A Europe (see www.m-and-a-europe.com). This global network is represented by partner firms in the following 31 countries:

Europe:

Austria	France	Norway	Switzerland
Baltic Countries	Germany	Poland	Turkey
Belgium	Great Britain	Romania	Ukraine
Bulgaria	Hungary	Russia	
Czech Republic	Italy	Spain	
Denmark	Netherlands	Sweden	

Overseas:

Brazil	Japan
Canada	Morocco
China	Singapore
Hong Kong	USA
India	
Israel	

REFERENCES

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

Advertising, public relations	Engineering services	Logistical services	Restaurants
Aluminium products	Environmental services	Measurement technology	Retail trade
Automotive parts	Fashions, textile products	Meat products	Sanitary goods
Beverages	Flavours, fragrances	Medical technology	Security technology
Building industry	Fertilizers	Metal processing	Special chemicals
Building materials	Foodstuffs	Mineral water	Special machinery
Chemical products	Garden products	Paints	Steel, metal trading
Consulting	Information technology	Plastics	Tourism
Cooling technology/air conditioning	Insurance	Publishing	Water technology
Electrical equipment	Investment goods	Pumps	Wood products
Energy industry	Locks, mountings	Recycling/Environment	

PARTNERS

Dr. Wolfgang Steuernagel, Thomas Funcke, Björn Voigt, Managing Partners
Gerhard Abel, Wolter Classen, Manfred Haßmann, Dr. Dieter Heymans, Tim F. Ley, Jochen Schily,
Christian Siempelkamp, Jean-Philippe Zecevic