Dr. Hegenbart & Partner
Unternehmensberatung

Exit Process

Unternehmensverkauf

maritimes cluster norddeutschland

GMT Gesellschaft für Maritime Technik e.V.

Kiel Institute

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option I

Process



In this case Dr. Hegenbart & Partner will make a rating of the company Including the rating of the know how and intellectual property to show an increased and verifiable sales price.
To establish a verifiable sales price. Based on this we create a anonymous Teaser and an Exposé.
The Teaser is handed out to potential strategic invetors in a first step.
As second step an interested Investor reveives the Exposé.
If an Investor is further interested he his handed out the Expertise of the rating. After this he gets access to the dataroom for due diligence.

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option I

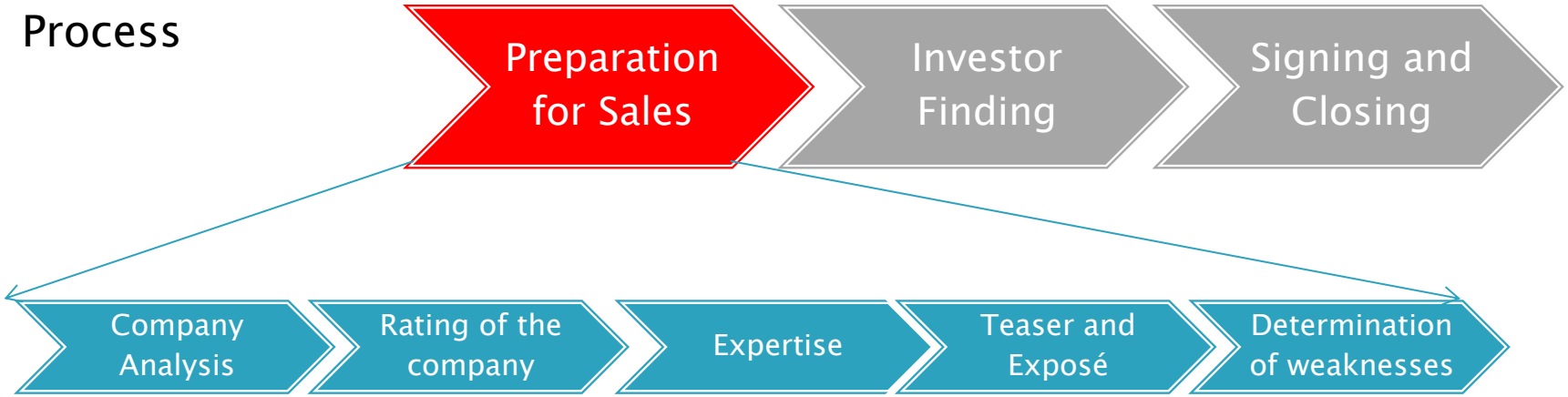
Process	Preparation for Sales	Investor Finding	Signing and Closing
Timeline	4 weeks	3-6 month	2 month
Services by Dr.H&P	Company Rating Expertise Teaser and Exposé Pointing out weaknesses	Preparation Dataroom Optimizing	Due Diligence

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option I

Process



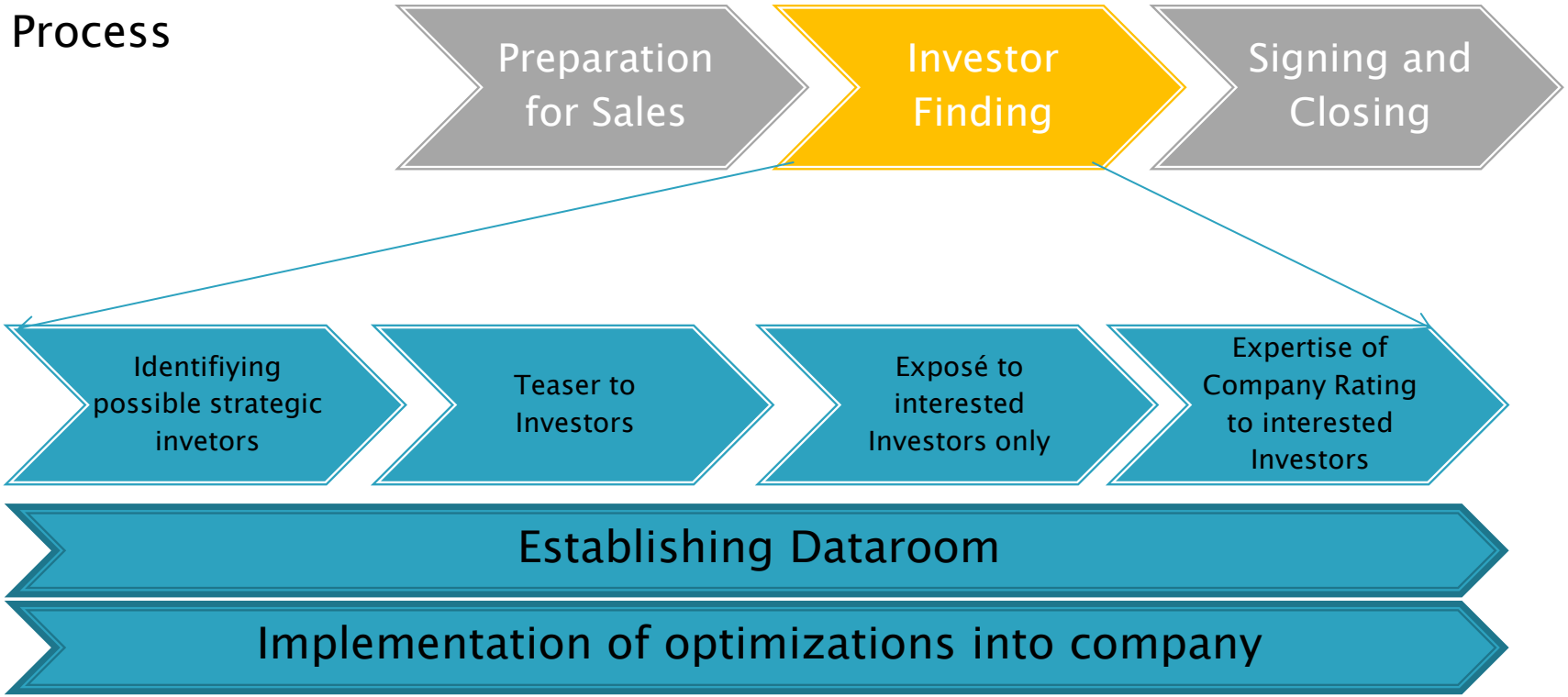
All Services by Dr.H&P

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option I

Process



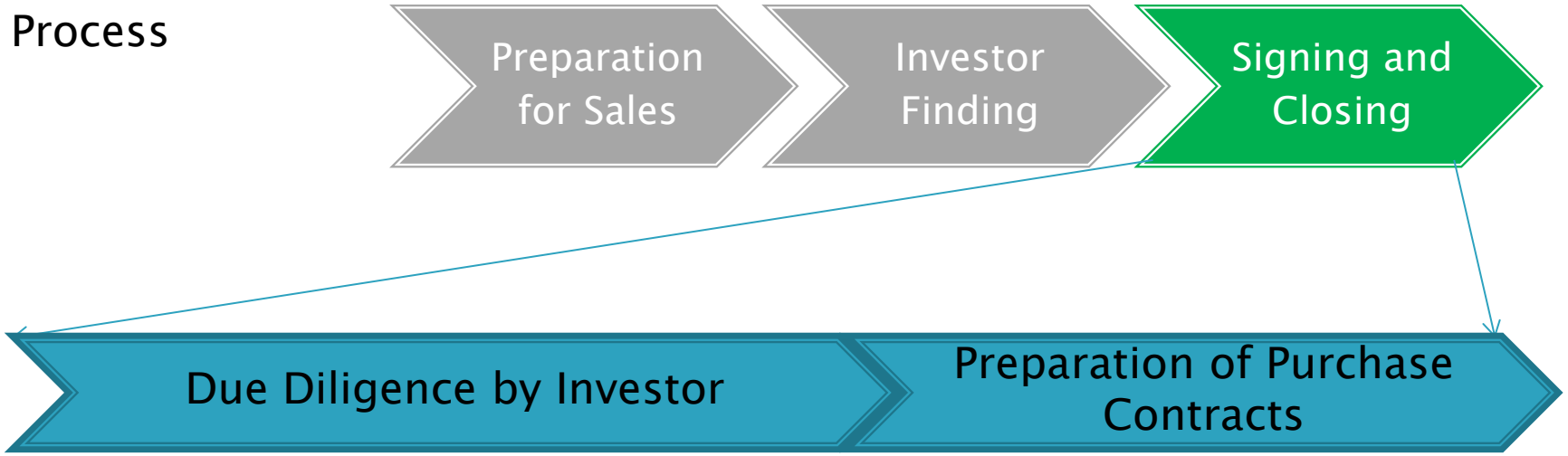
All Services by Dr.H&P

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option I

Process



Services by Dr.H&P (optional 1.500 € per man´s day))
Monitoring and accompanying due diligence and contract preparation,
To take advantage of the interests of RUSNANO

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option II

Process



In this case Dr. Hegenbart & Partner will only familiarize themselves with the financial figures of the company.
Based on this we create a anonymous Teaser and an Exposé.
The Teaser is handed out to potential strategic invetors in a first step.
As second step an interested Investor reveives the Exposé.
If an Investor is further interested he has to get access to the dataroom for Due Diligence. This process will be more intensive and take longer as in Option I. It will be more difficult to include a value for Know How and Intellectual Property. No optimazions will be done.
Sales Price will be lower.

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option II

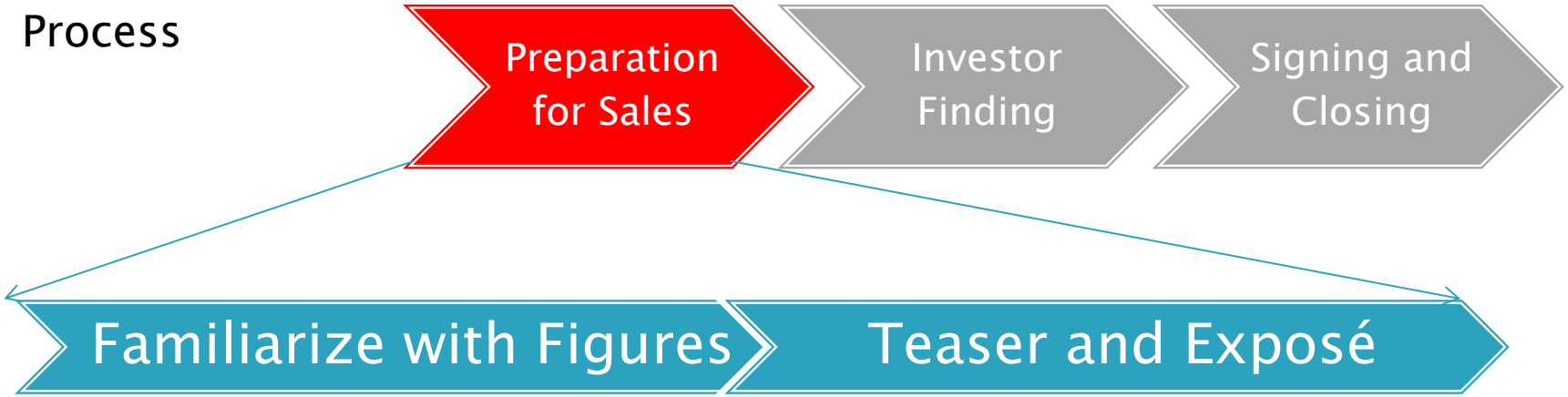
Process	Preparation for Sales	Investor Finding	Signing and Closing
Timeline	1 weeks	6 month	3-4 month
Services by Dr.H&P	Familiarize with Financial Figures Teaser and Exposé	Contact and Evaluation of Investors	Due Diligence (optional)

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option II

Process



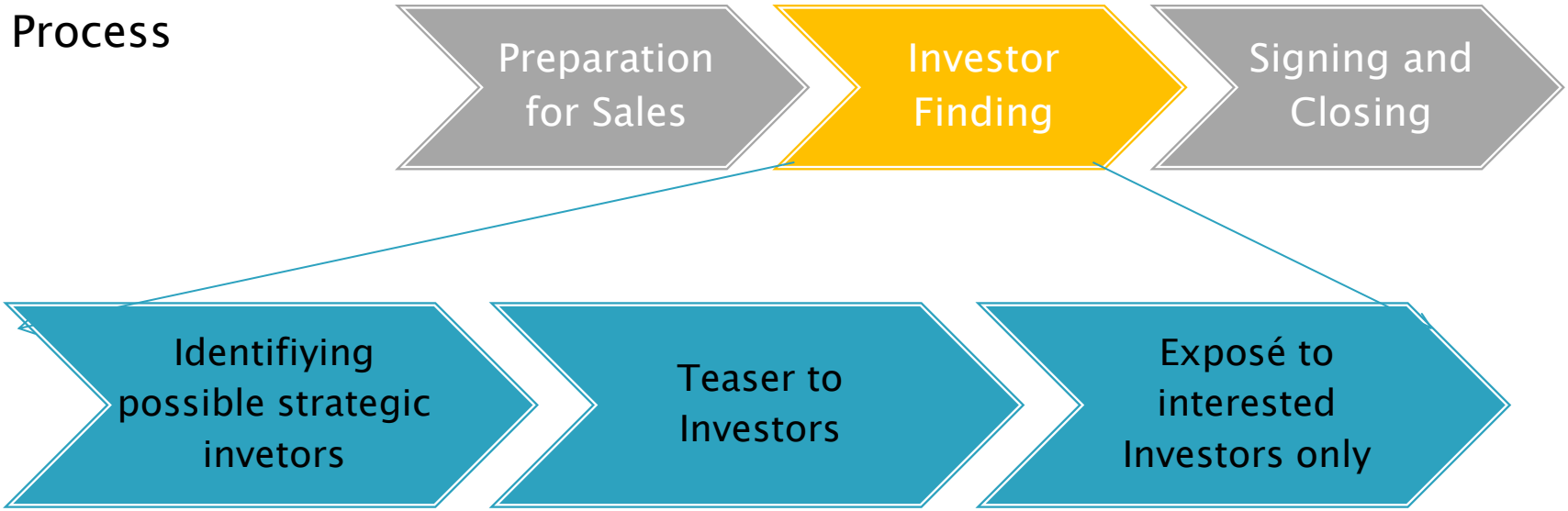
All Services by Dr.H&P

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option II

Process



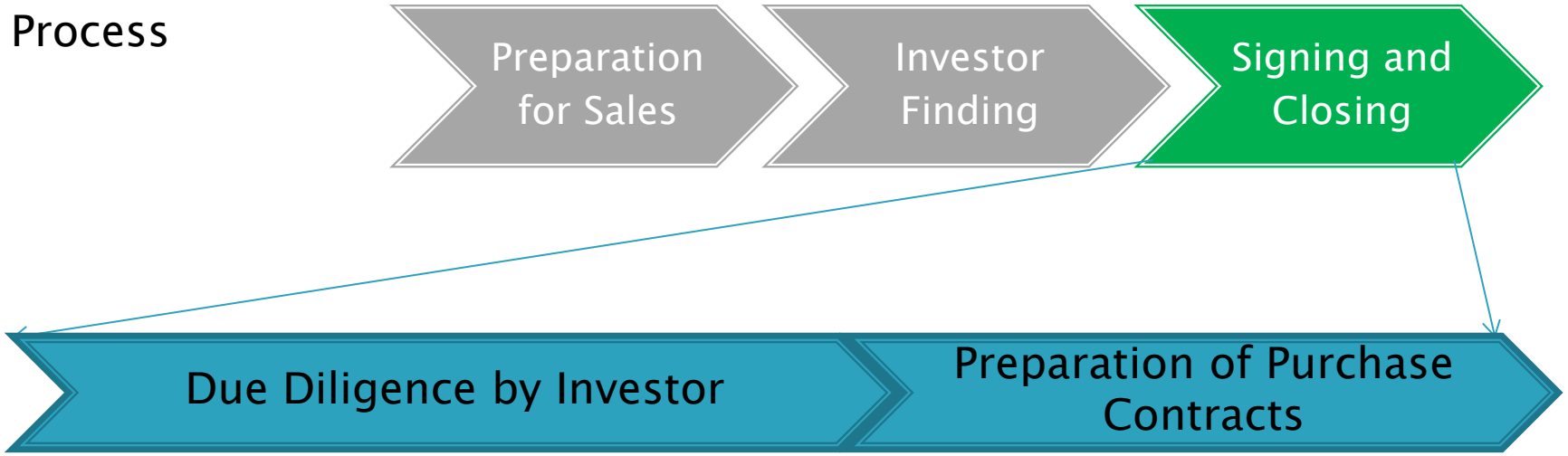
All Services by Dr.H&P

Process and Options

Dr. Hegenbart & Partner
Unternehmensberatung

Option II

Process



Services by Dr.H&P
Monitoring and accompanying due diligence and contract preparation,
To take advantage of the interests of the owner.