

# **Our Performance & Contributions in M&A, Transactions and Due Diligence**

## **WHAT WE CAN DO FOR YOU AND YOUR COMPANY:**

**As a key premise for any M&A or Business Transaction in LifeSciences & Health Care (Biotech and Med-Tech.), WEISSKNIGHT and S&P in a productive JV provide Due Diligence Processes, including opportunity-risk-assessments as well as specific degrees of depth: analysis, due diligence results, consumption of resources and time.**

We would be happy to discuss with you the most up-to-date company valuations and the possibilities and probabilities of success in selling your company or other issues. Contact us strictly confidentially either by:

- e-mail [info@shcp.de](mailto:info@shcp.de), or
- by phone directly under +49 (0) 4503-779789-0 to arrange a personal and non-binding conversation.

## **LEGAL REMARK:**

The following examples of various due diligence checklists do not claim to be complete, valid or correct. S & P (Germany) and WEISSKNIGHT (UK) assume no liability, etc., for any damages arising from any use of these exemplary and purely informative due diligence checklists.

## **Our M&A services:**

**WEISSKNIGHT (UK) and S & P (Germany) as professional M & A advisors to LifeSciences / Health Care advise and support either the buy side or the seller side on 6 key processes in M&A/Transactions:**

### **1. Company valuation analyses:**

- Analysis and report to understand current valuation level, and actions to be implemented in order to maximize the long-term valuation of the business.
- Fairness opinion to board of directors / shareholders in case of unsolicited offer(s) from potential buyer(s).

### **2. Strategic options review:**

- Market and competitor analysis (local & international).
- Analysis of the current strengths & weaknesses of the business.
- Contributions to improve the Strategy as well as to define Strategic Key Drivers and Key Actions in order to maximize the long-term valuation of the business.

### **3. Corporate development services:**

- Outsourced sales office, focus on international client's search.
- Documentation and strategy to attract new international clients.

- Sales process to get a maximum of potential clients on-board.

#### **4. M&A buy-side services:**

- Phase 1: Systematic international search / identification – mapping of the existing potential targets.
- Phase 2: M&A process management (from discussions initiation, up/until closing).

#### **5. Private Placement services:**

- Private placement memorandum and financial engineering consulting work.
- Systematic international search / identification – mapping of the relevant potential investors.
- Funding process management (from discussions initiation, up/until closing)

#### **6. M&A exit international auction process:**

- Information memorandum and financial engineering work to maximize exit valuation.
- Mapping of the relevant potential buyers (strategic, financial ...)
- M&A process management (from A to Z)