

## EUROPEAN BUY-SIDE ADVISORY SERVICES

Founded in 1996, the EuroDev Group is a business development organization. We assist internationally oriented North American organizations that have a strategic focus to develop the European market. Our team of dedicated, experienced and multilingual business developers and subject-matter experts have successfully worked for over 250 US and Canadian companies.

EuroDev M&A, part of the EuroDev Group, is an independent middle-market buy-side M&A advisory firm. We assist North American private equity groups and their portfolio companies to do add-on acquisitions in Europe.

### YOUR ADVANTAGES

- Dedicated European buy-side advisory with a single point of contact.
- Small multilingual core team surrounded by specialists and industry experts.
- During the process, you obtain market knowledge and build your European network.
- Customized strategic search to find the best match possible.
- Access to a large network of contacts in a number of industries through the EuroDev Group.
- Access to Pan-European databases with detailed and relevant company info.

### EURODEV'S PROVEN M&A PROCESS



#### Initial Research

The kickoff for this phase is the analysis of your industry, as well as the opportunities in different industry segments.

The next step is to determine the acquisition criteria and the desired profiles, including:

- Market segment chosen
- Product portfolio
- Geographic location/operation
- Strategic fit

#### Analysis & qualification

In the analysis and qualification phase, the EuroDev M&A team builds a long-list of candidates with the help of an internal database and specific tools.

We evaluate the companies on the long-list according:

- Target markets & key products
- Core competencies & business lines
- Financial performance (revenue/profitability)
- Ownership structure

#### Approach & LOI

We make sure that you know in advance which candidates are contacted. To this end, you can confirm that the candidate fits the stated criteria.

Approach short-listed to:

- Assess openness to selling
- Facilitate conference calls
- Analyze operations in greater detail
- Present non-disclosure

#### Deal closing

Tie up loose ends by:

- Coordinating the due diligence process
- Acting as project managers in the closing process

### Let's talk about Mergers and Acquisitions

If you're wondering whether now is the right time to expand to Europe, or what the benefits of working with EuroDev are, feel free to get in touch!

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