

Connecor Investments (Connecor) is a business transfer agency with our own (dedicated) offices in Barcelona, Nicosia and Hong Kong.



CONTACT US

Connecor Offices

Spain
Avenida Diagonal 399 Pral. 1ª, Barcelona 08008
Barcelona
Tel: +34 93 454 1980, Fax: +34 93 532 5599
Email: barcelona@connecor.com

Cyprus
15 Dimitriou Karatasou Str, Anastasio Building 6th Floor
Office 601, Strovolos, 2024
Nicosia
Tel: +357 22504200, Fax: +357 22504201
Email: cyprus@connecor.com

Hong Kong
Suite 2402, 24/F., Wing On Centre, 111 Connaught Road
Central, Sheung Wan
Hong Kong
Tel: +852 3590 3321, Fax: +852 3006 1436
Email: hongkong@connecor.com

Group Affiliated Offices



www.connecor.com
Email: info@connecor.com

Disclaimer: This brochure has been prepared by Connecor Investments SL (hereafter referred to as "Connecor") and is delivered to you for information purposes only and is not intended to address your particular requirements.

© Connecor Investments. No portion of this Brochure may be used in any matter without the copyright owner's express written permission. All rights reserved.



www.connecor.com

CONNECTING
BUSINESSES

CONNECOR INVESTMENTS

Connecor is a business transfer agency providing expert transaction management to private businesses and companies during the transition period when the ownership of a business or company changes hands.

Our company offers services to assist business owners to plan for their exit and to help future owners finding and entering a business. We have developed proven business exit and entry strategies to facilitate the transition of the ownership of a company or business. We help our clients define their objectives and identify the best alternatives based on their goals and targets.

You focus on the business, we focus on the deal.

WE DEAL WITH:

EXISTING BUSINESS OWNERS

Connecor helps business owners to define and implement their exit strategies. An exit strategy is a comprehensive road map that helps owners to successfully leave their privately held business. An exit strategy asks and answers all the critical questions that business owners and their advisors must consider when the time has come to exit the company.

FUTURE BUSINESS OWNERS AND INVESTORS

Connecor assists future owners (buyers or new investors in the case of a business, or family members in a succession) during the transfer period (entry strategy). We make the transfer of ownership as smooth as possible and allow current and future owners to focus on the business itself, by overseeing all the necessary steps to realize the transfer.

Business buyers have several other options instead of buying, such as starting from scratch, joint-ventures or corporations, licensing or franchising.

OUR CORE SERVICES INCLUDE:

PLANNING YOUR BUSINESS ENTRY/EXIT STRATEGY

We believe planning how you exit your business is just as important as how you start it. We help the current business owners successfully plan and execute a transfer of, or exit from, their business or business assets by finding new owners (successors, MBI/MBO, buyers or investors) and secure the maximum benefit from a succession, merger, sale or orderly liquidation of assets.

We help future owners by finding the appropriate company, business or assets for them, that allow them to realize their goal of entering a new market, increase their market share or improve on their current commercial activities.

Together with financial and legal experts, we will develop a tailor made solution to ensure the transaction is facilitated in the most tax efficient manner. We will draw up the necessary contracts and protect all parties involved against unforeseen events, future claims and contingencies.

M&A, BUSINESS BROKERAGE

When selling a business is the best exit strategy, we offer a professional representation in that process. Selling your business is a complicated process. The time required to successfully complete this process is directly related to the complexity of the business as well as the circumstances underlying your decision to exit the business.

PROMOTION OF INVESTMENT OPPORTUNITIES

Clients approach us to realize projects that are either new projects or they already have in the pipeline, but which need further funding. Connecor arranges private equity funding so that your project can be completed.

For new business owners, buyers or investors in businesses or assets, the process of selling, acquiring or investing is very similar; depending on which side of the table. It mirrors the selling process.

OUR SPECIALIZED BUSINESS TRANSFER SERVICES INCLUDE:

- Handling initial interviews with potential buyers, investors and/or sellers
- Facilitating the exchange of documentation
- Conducting or assisting in the negotiations with prospective buyers, investors and sellers
- Coordinating the due diligence investigation
- Assist with the whole process and deal structure of a transfer, sale or purchase of a business

We help our clients to:

- Determine the value and a MPSP (most probable selling price) for the business
- Develop a comprehensive information memorandum on the company or the business asset
- Achieve maximum exposure (marketing the business to prospective buyers)
- Create a dedicated website or weblog
- Conduct buyer and investors searches
- Screen buyers and investors for ability to complete a purchase or investment
- Coordinate negotiations and deal structuring assistance
- Provide draft agreements for the proposed transaction
- Provide overall deal management to guide the client through the entire process
- Maintain confidentiality during the process

And we support our clients by:

- Making a contact person available to answer any questions about the process and potential business (asset) or buyer
- Coordinate legal and fiscal support before, during and after a deal
- Providing BPO (business process outsourcing) services
- Implement estate planning structures
- Holding an earnest payment in escrow from the buyer(s) until the closing

OUR VALUE PROPOSITION

We bring together owners and future owners of companies and other business assets, with a special focus on small and medium-size businesses in Europe, Latin America, Southeast Asia and the Middle East.

We help the current business owners successfully plan and execute a transfer of, or exit from, their business or business assets by finding new owners (successors, MBI/MBO, buyers or investors). We help future owners and investors by finding the appropriate company, business or assets for them.