



GLOBAL BUYER REACH TAILORED SALE PROCESS MAXIMIZATION OF PROCEEDS

We help potential buyers and sellers

- ◆ develop and formulate M&A strategies
- ◆ identify, screen and initiate discussions with potential buyers
- ◆ structure and negotiate transactions

Our Mergers & Acquisitions team is a dedicated group of professionals who will act with integrity and discretion in dealing with company and project sale. We have the skills within the team to approach each stage of the process expertly. This includes understanding the most effective route to approach the market confidentially, to

chairing meetings with prospective clients and supporting firms seeking financial and legal advice.

We serve companies in a broad array of subsectors of the construction, energy and real estate industry, including but not limited to those below.

- ◆ Cleantech
- ◆ Energy Services
- ◆ General and Heavy Civil Construction
- ◆ Mineral Products
- ◆ Power Generation, Transmission and Distribution
- ◆ Real Estate Investment



MERGERS & ACQUISITIONS SERVICES

OUR SERVICES

We provide sell side advisory services to corporate clients, funds, and private companies that are looking to sell all or parts of their business. Our CF team advises companies throughout all stages of the sale process from defining the business to be divested, to negotiations with potential buyers. The team can assist you in evaluating your strategic and financial options and will identify international corporate and financial buyers through the use of our network. We have a wealth of experience from a complex multi-jurisdictional sale of a carve-out from a large corporation to the sale of a domestic owner-managed business.



OUR APPROACH

Companies looking to be acquired by or merged with another entity, or to shed an asset, will benefit from our deep experience in M&A strategy. We make maximum use of experts in each area and of our network to support effective decision-making through apt information collection and analysis.

OUR TEAM

Our people are accomplished professionals with substantial experience in Investment and M&A Transaction Services. Most directors are from top business schools and previously worked for investment or asset management companies.

We excel in matching resources and capital to create value from M&A transactions and we are ready to help with the challenges you are facing.

MERGERS & ACQUISITIONS HIGHLIGHTS

NETWORK AND CAPITAL RESOURCES

With our network of CKGSB – the leading business school in China, and Chinese public/private enterprises, funds and institutional investors, we are able to screen and match the potential buyers to perspective opportunities.

INDUSTRY CONNECTIONS

With the comprehensive coverage of sectors, we understand the value in identifying potential issues and areas of synergy early in the business process discovery.

TRANSACTION EXPERIENCE

Our expertise is based on a wide range of international transactions and assignments for private owned companies or international groups. We provide the insights to evaluate, facilitate, and close your transaction while managing sell-side risks.

CUSTOMISED STRATEGIES AND PROCESS

We believe that great results are delivered through consistent and successful relationships, for this reason each case will be handled by one of our directors personally from your initial meeting to eventual completion.



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