



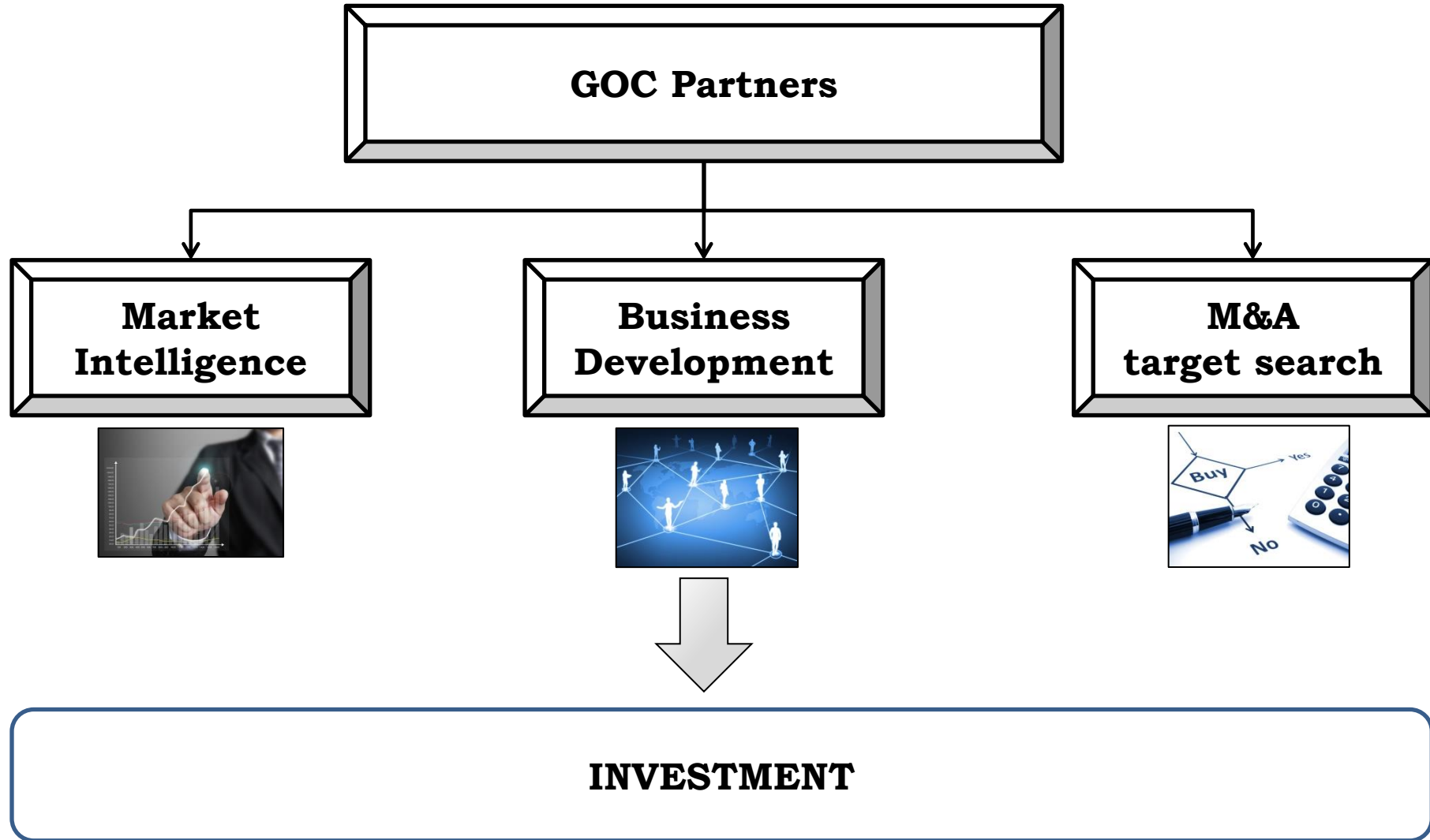
G**C-Partners**



„GOC Partners supports international investors in the search of investment opportunities, the identification and evaluation of business partners as well as the facilitation of business opportunities.“



Business Development & Investment Advisory



Business Development & Investment Advisory

Market Intelligence



- Market- and industry analysis
- Support investors strategy
- Evaluate synergies of partnerships
- Business partner assessment
- Profil of potential Joint venture Partners
- Market entry evaluation and support
- Financial benchmarking

Business Development



- Initiate business contacts and identify business opportunities
- Initial contact to business partners
- Support joint venture structures
- Support by our international network partners
- Manage intercultural business relations
- Support deal closing

M&A target search



- Industry analysis
- Market analysis
- M&A target search
- Long- and short-listing of targets
- Pitchbook set-up
- Initial contact M&A target
- Coordinate initial meetings seller & buyer
- Support Commercial Due Diligence process



1

CLIENT REQUEST

Clients request

**Definition of
strategic focus**

**Research
(incl. database)**

**Detailed
market report**

2

INDUSTRIAL FACTBOOKS

Continuous market- and industrial specific analysis



CLIENT REQUEST / MARKET ANALYSIS

**Clients definition
of market**

**Clients profil of
optimal
business partner**

**Market &
business
partner
analysis**

**Assignment
of GOC
agents**

LOCAL MARKET SUPPORT BY INTERNATIONAL GOC AGENTS

**Network contact
of GOC agent**

**Briefing &
organising
direct contact**

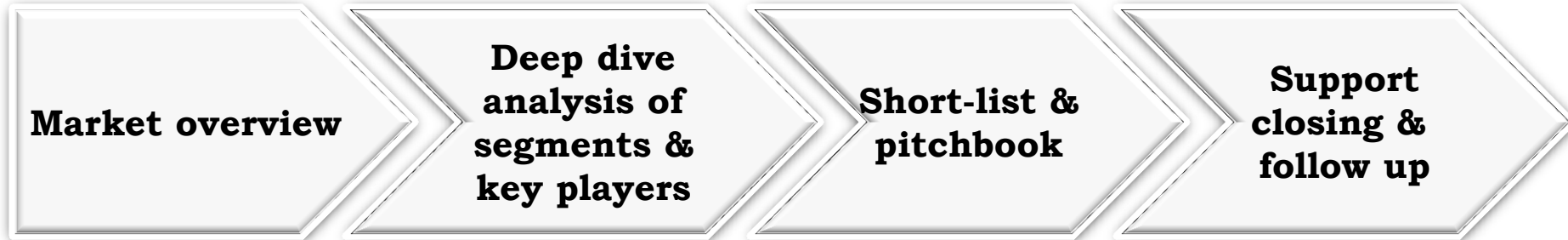
**Support
Closing**

Follow-up

M&A target search



OVERVIEW



PHASE 1

- High-level analysis market segments of interest to the client
- Assessment of geographical selected market attractiveness including economic risk profile
- Market report

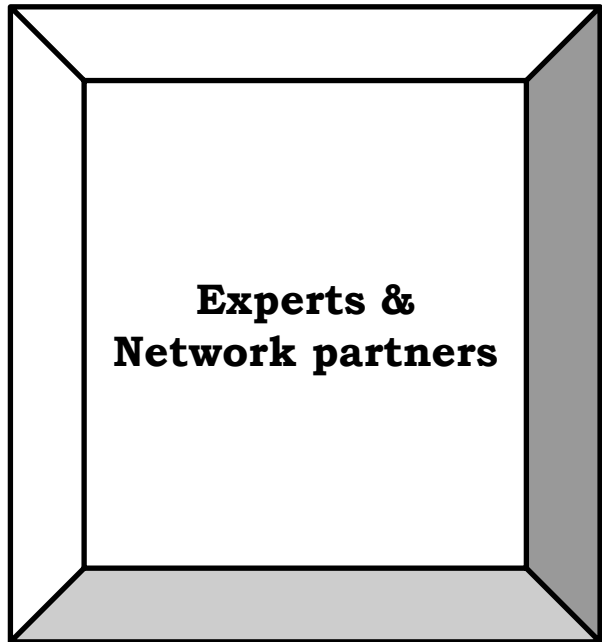
PHASE 2

- Detailed global analysis of the selected attractive market sub-segments identified in Phase 1, focused on the key players and competitive structure
- Determination of the feasibility of acquisition and set-up of a long list of potential acquisition targets

PHASE 3

- Profiles of selected interesting acquisition targets identified and determination of their suitability for acquisition by the client

Professional support by GOC experts



- GOC has **experts with international management experience in several disciplines as Business Development, Market Intelligence and M&A** to facilitate business partnerships and investments for our international clients
- **Widespread international and european network-partners** to facilitate clients growth strategy

Contact details - Disclaimer



1090 Wien

office@goc-partners.com

www.goc-partners.com

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