



# Target Search 4.0

*digital, fast, individualized*

## ▶ Accelerate M&A Projects

Successful M&A activities start with knowing the best options available. But research on potential targets often requires much more time than initially anticipated. This is where our lightweight solution “Target Search 4.0” comes in: Aided by data-scraping we deliver comprehensive target lists, best fitting to your individual investment ideas. Our solution is reducing both time and cost, while simultaneously upholding the quality you expect from any manual expert search.

## ▶ Proven Quality

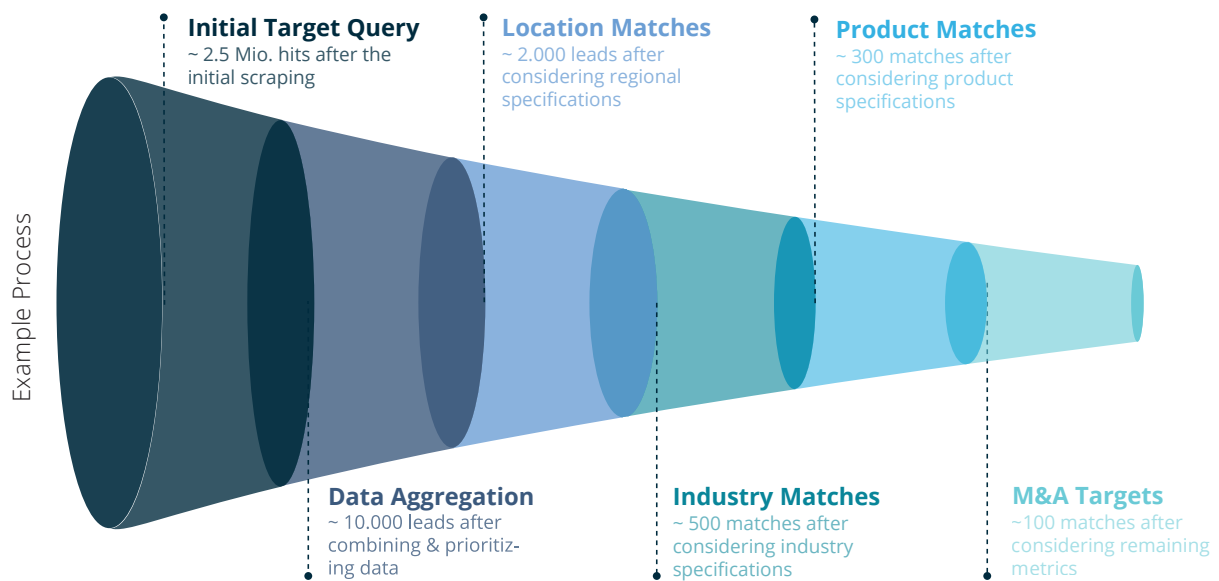
In the past we were able to check our results against those of consulting teams, published market studies and inhouse business intelligence departments. In all cases, our search reproduced more than 90 % of the results of other methods, some of which were already ongoing for several years - within only one week. On top of overlaps in the matches found, we identified up to 50% additional targets that were not part of the results of other search methods – including attractive niche players.

## ▶ What we offer

- Fast target list delivery (<10 days)
- Best fitting results based on individualized search parameters, including hidden niche players
- Quality results based on latest information (no reliance on old data)
- Low costs & risk (lumpsum starting package, pay for what you get add-ons)
- Flexible process & senior advice
- Minimal effort for you

Phase	Search Setup	Test Run & Quality Check	Target Search	Result Review	(optional) Target Profiling
What we deliver	Agreed Criteria List	Joint Review & Quality Check	Target List	Joint Review of Results	Target Profiles
What we do	We jointly determine your desired screening criteria.	We check the calibration in a test run and verify the results with you.	Our algorithm scans all sources and extracts prioritized leads.	We present the results in a joint meeting and discuss possible follow-ups	Optionally we create detailed profiles of the targets found.
Time spent	1 day	(2 days)	5-7 days		according number of target profiles

# Search Concept



## ▶ What you get (standard)

- Company size
- Contact information
- Corporate Family (if applicable)
- Location of head quarter
- Key Products
- Core Industries
- Standards (ISO, API ...)

In every start package, you receive essential data fields for each target, provided we find them in our standard information enrichment routines. So far, we have been able to completely map over 80% of all search results in the start package. On request, we can create comprehensive company profiles for each target. For this purpose, we can draw on extensive information already accumulated as raw data during the search run.

## ▶ What we need from you

- A clear idea of your desired acquisition target (e.g. company size, region)
- A clear idea of what makes a target attractive for your M&A strategy (e.g. industries, products)
- A clear search priority
- Quick Feedback on the initial test run

We would be happy to support you with our expertise in finding the best possible parameters for a successful search. However, in order to guarantee a fast start and quick delivery, we require specific keywords describing a valuable target for you. All parameters are verified by us during a test run and adjusted if necessary. A search without results will not be billed.



## Our Team



▶ **Christian Henge**

**Position :** Partner, Strategy & Governance

**Experience :** 23 years

Christian Henge is a partner at Competence as a Service and also serves as an advisor to several service companies. He is responsible for our business fields "Strategy" and "Governance". These include interactive strategy development on-site, the introduction of digital governance tools and so-called successful treasure hunting. Since studying Engineering, he has worked as an entrepreneur, manager and consultant.



▶ **Dr. Klaus Vernie**

**Position :** Partner, Corporate Transactions

**Experience :** 29 years

Klaus Vernie is a partner at CaaS for strategy and corporate transactions. This includes accompanying strategic realignment, searching for suitable targets or investors and the monitoring of transactions. In addition to his partnership with CaaS, he is a management partner at DaGama Sourcing & Consulting GmbH. Previously, as Executive VP of M&A at T-Systems International, he was responsible for the acquisition and sale of subsidiaries, strategic partnerships, assisting major outsourcing ventures, as well as designing and assessing concepts for offshore.



▶ **Nils Hasselmann**

**Position :** Consultant, Digital Solutions

**Experience :** 3 years

Nils Hasselmann is a consultant at Competence as a Service who focuses on data driven solutions for our consulting methods. These include industry & trend analysis based on ad-hoc data, as well as fostering connections between business development and Information Systems. Nils is a graduate in Business Informatics with experience in computer-aided data collection & analysis.



## About Us

*Our name is the guiding principle for our consulting services: Precise support of your projects with fitting methods, digital techniques and many years of practical knowledge. Our results are realized in close cooperation with our customers. Our compact, inspiring formats, are always supported by a noticeable passion for excellent solutions and enthusiasm for mutual success.*

### ▶ Competences and Solutions

Our work is based on four fields of competence, which we link to find suitable solutions: Strategy, Capital Markets, Governance & Business Development. Our customers range from family entrepreneurs to investors and management personalities in numerous industries. Our team consists of 6 partners and 20 consultants and specialists, with have multi-layered management and consulting experience.

### ▶ M&A und Buy & Build Programs

Successful acquisitions and integrations enables rapid increases in value. We support you in defining the rationale for your undertakings, identifying synergies and preparing transactions and integrations. With our Buy & Build support, we accompany the effective and fast identification of attractive add-ons and provide support for their secure integration, including rapid realization of intended synergies.

#### ▶ What we do

- ▶ Strategic Consulting
- ▶ Capital Market Consulting
- ▶ Governance Consulting
- ▶ Business Development

#### ▶ Our M&A Services

- ▶ Buy & Build Strategy
- ▶ Target Search
- ▶ Commercial Due Diligence
- ▶ Integration Strategy
- ▶ Post Merger Integration
- ▶ Program Management of Buy & Build activities