

Corporate Finance - Capital Growth -

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Consulting

SCOPE

End-to-end counseling for capital growth to implement investment projects through transferring shareholdings, including: i) structuring the operation, ii) promotion, and iii) negotiation and conclusion.

BENEFICIARIES

Empresários ou Sociedades que pretendem avançar com a abertura de capital para:

Entrepreneurs or companies that intend to move forward with the following capital investments:

- Strategic investment aimed at **growth and/or cost reduction based** on equipment, machinery, staff hiring, among others
- **Investment in R&D** to obtain competitive advantages and reinforce differentiation
- **Accelerate internationalization processes** and/or entry into new market segments
- Investment to **reinforce marketing and communication strategies**
- Restructuring, management incompatibilities or treasury difficulties

METHODOLOGY: PHASES OF THE CAPITAL GROWTH PROCESS

1st Phase Business Plan

- Establishing the main goals of the growth project
- Preparation of the strategic analysis and economic-financial feasibility study of the project (Business Plan) to demonstrate the capital needs as well as the viability of the investment

2nd Phase Operation Structuring

- Definition of the sale strategy, namely types of investors (strategic and financial)
- Preparation of Teaser (anonymous company information) and Information Memorandum (detailed information about the company, operations, finances and other relevant information)
- Identification and validation of possible entities for capital entry

3rd Phase Operation Development

- Approach the selected entities to gauge potential interest in entering the Share Capital process
- Validation of Interest and Confidentiality Agreement, exchange of information,

YUNIT SUPPORTS YOU THROUGH THE ENTIRE PROCESS

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o ✉ contacto@yunit.pt

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presentations about the opportunity, coordinate a meeting between the Parties, and support/advice in clarifying doubts and/or requests for clarification

4th Phase **Negotiation and Closing**

- Counseling in the analysis of non-binding proposal
- Negotiation with the other Party to define terms
- Monitoring the Due Diligence process and analysis of the main conclusions (to be carried out by external entities)
- Accompanying the Legal Team in the preparation of the Sales Purchase Agreement

YUNIT SUPPORTS YOUR BUSINESS

At Yunit you will find your ideal partner to start an active Mergers & Acquisitions strategy, as we provide end-to-end consultancy standing out for:

- Structured, effective methodology aligned with market practices
- Counseling on structuring terms of operation
- Credibility of the operation among potential buyers and financial institutions
- Access to national databases and active networking
- Specialized team
- Confidentiality
- Efficiency and speed in process management

With a well-defined and structured process carried out by specialized consultants, you gain efficiency, productivity and reduce errors in the operation.

Did you know that several studies mention that the failure rate in Mergers & Acquisitions operations is greater than 50%, mainly due to the failure to achieve the initially defined goals?

THE SUCCESS OF YOUR OPERATION DEPENDS ON THE RIGHT PARTNERSHIP.

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