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## 鼎韬国际投资并购业务流程

## Procedure of Devott's Investment and M&A Services

New York | San Francisco | Washington DC | London | Tianjin

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## 1. 投资目标

### Clarification of Objectives

- 合理性确认

Rationality

- 可实现性

Achievable

- 成本及风险

Costs & Risks

- 交付时间

Delivery Time

- 市场与客户开发前景

Business Development Aspects – Revenues & Clients

- 发展目标

Growth Objectives

## 2. 研究关键要素

### Research of the Key Elements

- 选址地

Locations

- 关键候选选址地名单

List of Top Location Candidates

- 候选企业优势及劣势

Advantages & Disadvantages of Company Candidates

- 风险因素 ( 包含地理/经济风险 , 商业风险及管理风险 )

Risks (incl. Geographical/Economic Risk, Business Risk & Management Risk) in Disadvantage

- 解决方案 ( 2-3 项 , 不止一项 ) 以达到客户目标

Solutions (2-3, not only one) to Achieve Objectives of Clients

### **3. 将买家提供 RFI 发送候选企业**

Send the RFI Provided by Buyer to Company's Candidates

### **4. 与领先的 RFI 相关决策者进行私人交流**

Personal Discussion with Top RFI Related Decision Makers

### **5. 现场考察**

Onsite Visit

### **6. 最终排名 3-4 家**

Finalized the Ranking of Top 3-4 Companies

### **7. 开始与前 3-4 家进行谈判**

Launch Negotiation with the Top 3-4 Companies

### **8. 为客户形成整套解决方案**

Form Solution Package for Clients

### **9. 通过谈判与当地政府达成共识以确保企业及个人在菲利益**

Reach Agreement with Local Government so as to Ensure the Benefits of Companies & People via Negotiation

### **10. 签署正式协议**

Contract Signing

**11. 协议后跟进服务（例如，根据并购方需求，于并购后期，企业运营的 6-12 个月内，协助管理、提供咨询等工作）**

**Follow Up (eg. Providing Management Supports, Advisory Services for Investors in the Time of Operation Period from 6-12months after M & A According to the Requirements from Investors**