



PSP-Facts

Merger & Acquisition Services

ABOUT US

On the basis of our successful history spanning over 40 years, Peters, Schönberger & Partner is one of the most highly regarded mid-sized firms in Germany. As tax consultants, auditors and lawyers, we assist you when you make important decisions and help you put them into effect. Our clients include Mittelstand companies, family enterprises, wealthy private persons and private equity firms that seek interdisciplinary and customised advice.

We operate wherever our clients need us, as we are aware that personal advice does not end at the border. This is why we have been a central member of DFK International since 1990. In addition, we cultivate personal contacts to many excellent advisers abroad. These relationships have grown over the years and enable us to give you prompt and efficient advice on complex international issues. Our experience enables us to combine professional knowhow with profound economic expertise, always seeking the best solution for your success in Germany. We also help our foreign clients to surmount language, cultural and other business challenges.



Background

Strategic investments, private equity and investment firms often play a substantial role in enabling SME firms to grow thereby creating the basis for sustained business success. In the view of the related risks, it is crucially important to have an experienced partner aside.

Furthermore corporate transactions are often highly complex, as they involve a range of possibly conflicting commercial, strategic, tax and legal issues. M&A services may include providing full service to a SME firm considering an acquisition, the sale of a business in a bidding process as well as services for institutional investors and private equity firms.

Our Services

We provide support even before the investment decision:

- Assisting in the planning of M&A transactions and their funding
- “Quick check analysis”
- Planning advice on business, legal and tax issues and the transaction structure
- Business valuations according to recognized standards
- Developing mechanisms to determine or agree the acquisition price
- Advising and providing support in the case of businesses bought out of insolvency

We support in implementing the planned acquisition:

- Handling the legal aspects of confidentiality letters, exclusivity agreements and LOIs
- Legal, financial and tax due diligences
- Risk analysis and reporting
- Assisting in contract negotiations and the contractual implementation of M&A transactions
- Optimizing structures and transactions from a tax perspective
- Planning, preparing and reviewing settlement balance sheets
- Advising on anti trust law issues



We support in post-closing issues and disputes:

- Dealing with warranties
- Analyzing the legal and business situation
- Working out the basis for claims
- Representing claims in negotiations, before court or before an arbitration tribunal
- Preparing or reviewing settlement balance sheets according to contractual provisions
- Calculating and negotiating earn-out claims

A Strong and Global Team

We are one of the leading advisors to mid-sized private equity and investment firms in Germany. Our team of more than 15 specialists consisting of auditors, lawyers and tax consultants have a successful track record in private equity transactions spanning for over 20 years. During this long period we have also accompanied many German SME companies with their strategic investments by acquiring competitors as well as companies downstream or upstream their own operations.

We operate where our clients need us as we are aware that personal advice does not end at the border. Even in case of foreign target firms or foreign subsidiaries of domestic targets, you can draw on our expertise and enormous international experience. Through DFK – a significant association of independent audit and tax consulting firms with more than 300 offices in 87 countries – we also always have a local presence outside Germany and can provide support worldwide with services relevant in M&A transactions.



Benefits

We know that pure expertise alone is not sufficient. Issues affecting several areas have to be identified and resolved on an interdisciplinary basis. The PSP Team enables us to offer one-step integrated advisory service giving a considerable advantage by eliminating the usual inefficiencies when several parties are involved, which in turn means more effective advice and lesser risk that information is lost.

Besides know how, trust is vital and our M&A team therefore consists of highly qualified advisors that have gained transactional experience over many years. As a result we can always provide the same quality of advice as the major international firms in a national and international context, and do so responsibly, rapidly and flexible – in every stage of the transaction.



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