

# MAKING THE DEALS – DON'T BE AFRAID OF MODERNIZATION

## DEAL MAKING AND CONSULTATION

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# ***LETTER OF COOPERATION***

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Dear potential partner,

During my managerial career I have been successfully involved in numerous deals, valued from thousands to millions of euros. The deals were related to acquisitions and disposals of entire companies or segments of corporations and by transferring shares between stakeholders. They were also related to numerous corporate and/or commercial agreements with local and international partners. My experience relates to the industrial and retail sectors, importing and distribution agencies and real estate projects.

I have been characterized by several collaborators, past competitors and counterparties ***as a dealmaker***. I am currently developing a new private business as an advisor ***to support medium and small sized (SMS) companies and/or shareholders in dealing with:***

- ❖ ***acquisitions and disposals of businesses and/or stockholdings***
- ❖ ***modernization, expansion and digitalization of operations***

***I am focusing on companies and shareholders with specific characteristics:***

- ✓ **Owners close to retirement with no successors ready to undertake, seeking the sale of their stockholdings.**
- ✓ **Firms with profound healthiness of operations, substantial financials and outstanding goodwill.**
- ✓ **Entities with well-established market shares demonstrating sizable opportunities for expansion if injected with “fresh blood”, new ideas and additional capital resources.**
- ✓ **Companies that require digital transformation of operations with owners not ready to respond to the challenges of the new era.**

The sections below illustrate the services offered and the added value of my approach.

Hoping to a fruitful cooperation,



**Michalis Karis** - CySec Advanced Qualification, ACISI, CIWM, MSc, BS

**Metrolia Limited**

## ***MAKING THE DEALS:***

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- Don't be frustrated when considering the sale of your company. ***At some point you will have to make your exit***, let alone if there are no successors willing or ready to take over. I will stand by you through the whole process of transferring your company to a valuable investor.
- The first goal is to find a successor to your company willing to invest, to carry on and expand the business that was set up by you during a lifetime. ***The buyer's credibility and the preservation of the company's goodwill will be my number one priority.***
- It is imperative that any transfer of shares should be executed fairly for both parties, seller and buyer. ***The fairness of the process is crucial for making a deal possible.*** I am intermediating as a third party, in support of your interests, in achieving a fair conclusion.
- While implementing deals is crucial to be able to ***rise above the sentiment.*** As a third party, I have the mental composure, objectivity and flexibility required to work out a successful resolution.
- ***A successful deal making takes time and needs patience.*** Everyday business may be demanding. Finding the ideal investor can be both time consuming and frustrating. I will be next to you all the way of the process providing not only the services described below but also emotional support when needed.
- ***The modernization, expansion and digitalization of the company is vital for its continuance when facing challenges.*** Even though it sounds common practise and straightforward, it's difficult to handle the additional work load during the day to day business operations. As an advisor I will offer you tested strategies, practices and solutions to get you through the process.
- ***A number of experienced C-level executives working either abroad or in the domestic market are seeking to switch to an entrepreneurial role,*** thus are looking for business opportunities to take over. Nonetheless, in order to implement such initiatives investment funds are required. Merging managerial experts with the needed capital from investors will assure the best possible scheme for the continuance of your business.

## ***ADHEARING ON A CLEAR PRINCIPLE***

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I am conducting my business based on old-time classic principles. ***Fairness, reliability and flexibility are the essentials for making the deals possible.***

Usually ***transformation, expansion and modernization*** of operations are crucial elements when planning the future. Also, they are crucial when structuring ***the "story" to make the company attractive to buyers.***

I am only involved in deals and projects in which I would personally wish to invest had I the time and funding. ***Thus, I am not dealing with troublesome or risky companies or projects,***

*but only with exceptional investment opportunities* that would otherwise need a lot of time, dedication and effort to be built from the beginning.

## ***START WORKING TOGETHER - SERVICES OFFERED TO YOU:***

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- We will be working closely in order ***to set up all the essential steps for making a deal possible***. Preparing a short and crystal-clear information kit that includes the financials, the description of operations, market analysis, SWOT analysis and prospects is going to be the first step.
- Even though we are dealing with SMS companies, ***our approach will be highly professional*** following the standard procedures that multinational consulting firms apply when conducting mergers and acquisitions.
- I will be meeting and negotiating with potential buyers focusing on small investment funds, private equity funds, high net worth individuals, added value competitors, *and* with experienced and successful managers willing to invest and initiate their own business. During the process, I will be ***forming a pool of investors and managers*** willing to cooperate for acquiring a healthy, well established SMS company with prospects for further development.
- I will be having full involvement in the whole process implementing small road-shows, negotiating fair terms, closing the deal and concluding the transferring of shares.
- The transformation, expansion, adaptation and innovation of traditional SMS companies is not an easy task. I am offering solutions based on best practices. A team of experts and a tested network of professionals including digital and IT experts, marketeers and social media experts are available to cooperate in order for the company to face ***no more insufficiencies when looking toward the new digital era***.

## ***HOW I GAIN MY INCOME:***

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My earnings come by charging a pre-agreed **success fee** on concluding the deal. **I am not receiving any management fees**. The fee stands only when and if a deal is concluded.

In projects of business transformation, expansion and digitalization I am charging a management fee plus third party expenses based on time spent and level of complication.

***I assure you I will not spent neither your time nor mine presenting pointless ideas or inapplicable advises. I am getting paid based on concrete assignments and results.***