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## ■ TRANSACTIONS

Our experience has allowed us to build an extensive network of contacts, and to develop a series of tried and tested techniques in the field of the sale and transfer of businesses. We have often put potential sellers in touch with buyers and buyers with sellers.

Prior to any negotiation of the terms of the transfer, an audit of the business to be transferred is essential. As part of our due diligence practice we identify the associated risks both on the side of buyers and of sellers.

### ■ VALUATION

We can also be of assistance to you in assessing the target company. By relying on a series of technical means, we can provide you with a range of values of the target company which can serve as the framework for your negotiations.

We at Métoudi & Associés apply a methodology based on in-depth understanding of your business and its environment, access to numerous sources of financial information and skilled use of valuation models developed by specialists.

We have extensive experience in valuation work in network industries (Telecom, Energy), and in service industries.

### ■ ACQUISITIONS

We assist potential buyers by:

- Determining the scope of the acquisition,
- Obtaining assurances that the price agreed upon between the parties is compatible with the financing arrangements made, and the target's earning power,
- Ensuring legal security of the transfer documents and deeds,
- Obtaining as many warranties as possible for the buyer,
- Optimising the LBO arrangements,
- Helping to find suitable financing.

### ■ DISPOSALS

When we assist the seller of a company, our objectives are as follows:

- Obtaining the best sale price,
- Ensuring the legal security of the transfer documents and deeds,
- Limiting to the fullest extent possible the warranties given to the buyer,
- Optimising the legal and tax structure of the deal,
- Securing payment of the agreed upon price.