

“Deal Link Spain”

Cross-Border Target Identification and Curation for M&A projects in Spain

Almanor International - 15 years of experience in the Spanish market

A solution for international expansion through M&A

The Spanish M&A Market: A Unique Opportunity

The Spanish M&A market represents an exceptionally favorable environment for international investors for many reasons:

- Sustained annual growth in cross-border operations in recent years
- “The great retirement”: more than 100,000 Spanish family businesses will seek succession in the next 5 years
- Very attractive valuations compared to other European markets
- Great potential for modernization, efficiency, and expansion of existing businesses
- Spain is a strategic hub to North Africa and Latin America



The Challenge for International Offices and Investors

Local Knowledge

Identifying the correct targets requires intense and appropriate fieldwork, a specific methodology and specialized resources

Target Identification

The processes of target identification and Commercial Due Diligence demand time and specialized resources, which in many cases exceed the available internal resources.

Difficult Access

Many M&A opportunities in Spanish family SMEs do not reach the traditional channels and require direct fieldwork

Many opportunities are lost due to the lack of the appropriate local resources and support

Our Solution: “Deal Link Spain”

Target Identification and Curation for the Sale and Purchase of SMEs

Strategic Analysis and target identification

Deep research of the target industry, identification and selection of targets that meet the specific criteria defined by the investor

Target outreach and preliminary evaluation

Professional contact with selected targets, filtering and organization of the first exploratory meetings.

Due Diligence and negotiation

Detailed analysis of commercial aspects, identification of red flags and negotiation support until submission of LOI

Closing and post-acquisition services

We accompany the investor until deal closing. Optionally, we can offer post-acquisition services

Different Service Levels Adapted to Your Needs

Basic

Strategic definition, market analysis, identification of targets, outreach and introductory meetings

Standard

Includes level Basic plus a “Preliminary Due Diligence”, risk identification, support during complete DD, support in the negotiation until LOI and support until closing

Premium

Includes Standard level plus post-acquisition services (Definition of local strategy, cultural integration and other personalized services)



Why collaborating with Almanor International

15 years developing targets in the Spanish market

Profound knowledge of the local market and privileged access to the Spanish corporate network

Complementary non-competing approach

We concentrate on fieldwork and preliminary curation, leaving the detailed tax, labor and legal advising to experts in each field.

Proven and structured methodology

Defined proven processes which guarantee results



We concentrate on fieldwork, leaving the detailed tax and legal advice to experts

Benefits For Your Office



Expanded Service Offering

Provide complete solutions to your customers without consuming or creating new internal resources



Sales increase

Generate new business opportunities and increase your revenues by offering complementary services



Customer retention

Strengthen the relationship with your customers by satisfying their needs for expansion into the Spanish market

Top international offices generate a great portion of their revenue from existing clients via upselling and cross-selling

Commitments that we acquire in our collaborations:

- **Proactivity:** Our role is not passive. We filter and select specific candidates and contact them directly, one by one.
- **Confidentiality:** We work actively maintaining the confidentiality and integrity of our clients at every step.
- **Rigor:** We respect and apply with precision all conditions agreed upon with our clients
- **Transparency:** We deliver periodic activity reports and involve the client in every step of the process
- **Control:** The client makes the decisions. We execute them.
- **Commitment:** We devote ourselves fully to each project, client, and collaborators.

Almanor has been committed to its customers for 15 years

Some of our Clients and Projects



Our Collaboration Proposal



Definition of Needs

Initial meeting to understand the specific prerequisites of the client and to define the project scope



Proposal and agreement

Submission of a detailed proposal and collaboration model. Signature of NDA and service agreement



Coordinated execution

Service implementation with continuous reporting and communication and agreed milestones to guarantee project alignment.

Total Transparency: We create control systems with our customers to ensure full alignment with the project objectives

Next Steps



We propose a meeting to explore how we can help you profit from corporate investment or disinvestment opportunities in Spain

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