

Assistance to Investor Search (example)

Step 1: Understanding context & objectives, preparing the search

- **1- Search strategy, based on opportunity and feasibility analysis**
- **2- Identification of possible targets**

Step 2: Searching and approaching potential investors

- **1- Direct & indirect approach**
- **2- Meeting 2 to 3 investors (1 to 2 meeting per investor)**
- **3- Description of investor profile, investment strategy objectives**

Step 3: Pre-Selection of Investor

- **1- Introduction of a pre selected investor (2 to 3 investors, 1 to 2 meetings per investor)**
- **2- Assistance for the selection of the investor (1 working session)**
- **3- Assistance during the due diligence process engaged by the investor**
(managing the relationship, welcoming the investor, assistance to due diligence...)

Step 4: Negotiation

- **1- Relationship management with the investor during the process**
- **2- Assistance for the negotiation**
including the definition & implementation of a negotiation strategy (preparation coordination of the negotiation process, advices to client during the closing phase...)

Step 5: Contract

- **1- Relationship management with the investor during the process**
- **2- Assistance for the contractualization**
assisting during the meetings and secure the signature

