

Deloitte
Fiduciaire

Deloitte Fiduciaire
SME Transaction Services
Your trusted
transactions advisor





Having a deal is the first step in a successful transaction, at Deloitte Fiduciaire we know that it's in the execution of the transaction that it's value is crystalized

SME transaction services

SME & family company's transactions

Your needs

Within the context of a merger, acquisition, investment or divestment, it is necessary to:

- Assess and validate the assumptions that underlie the transaction
- Identify downside risks and upward potential
- Document in an insightful, pragmatic and comprehensive way the transaction
- Convince all stakeholders involved such as vendors, investors, banks, ...
- Ensure successful integration or restructuring

These needs are our concerns. As a trusted transactions advisor we find it our duty to offer you tailored services that fully address these needs.

Our offer

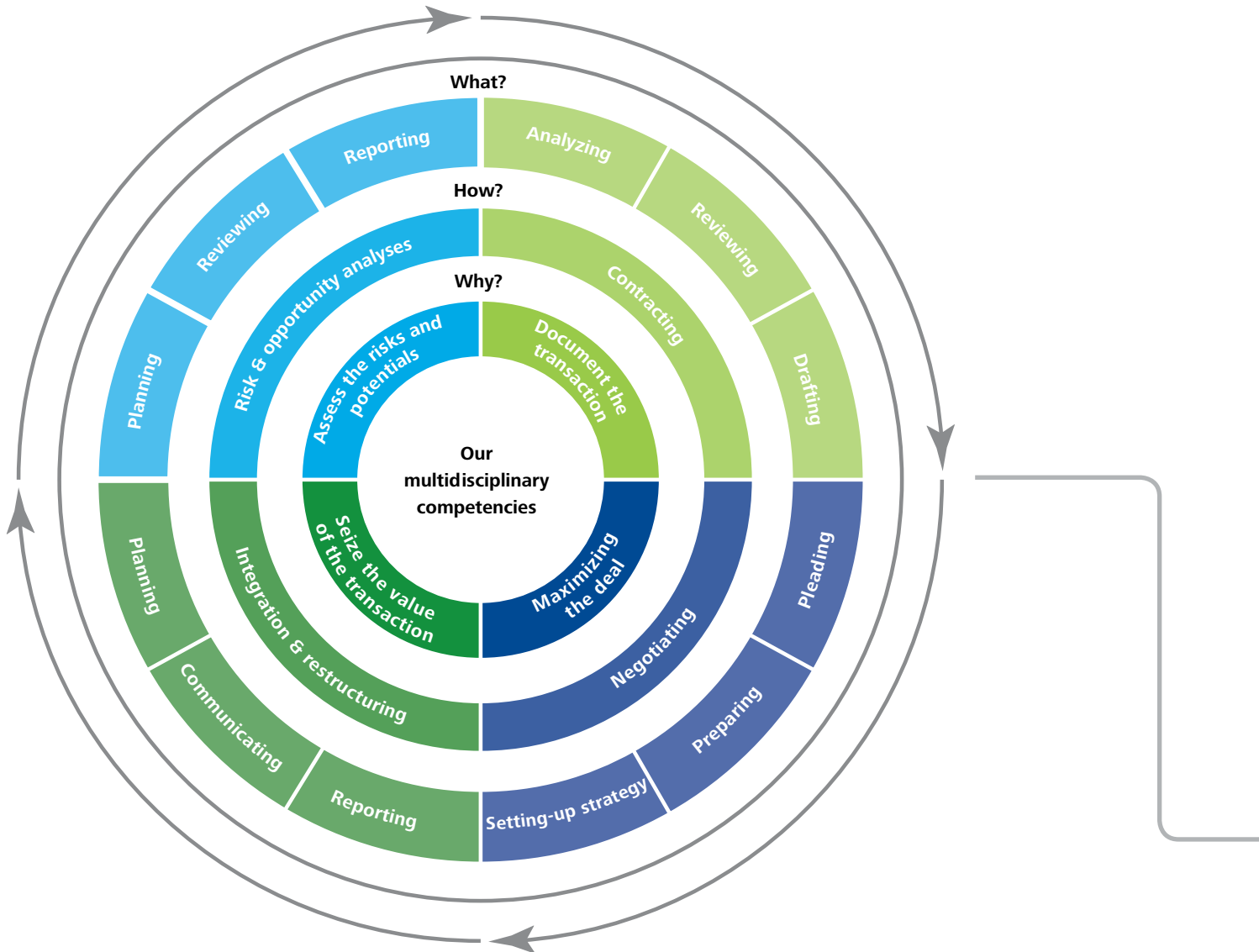
To us it's all about commitment to you, not just for the transaction, but for the long term. It's about how we work: with insight and as an independent advisor.

Analyzing, setting benchmarks and solving problems, getting you the quality job you demand in every phase of the transaction. It's also about how we act and interact. We address and even anticipate your needs and communicate in an open and honest way. And it's about our team: we have real expertise and broad capability in transaction services.

This offer is delivered to you in every level of intervention you need.

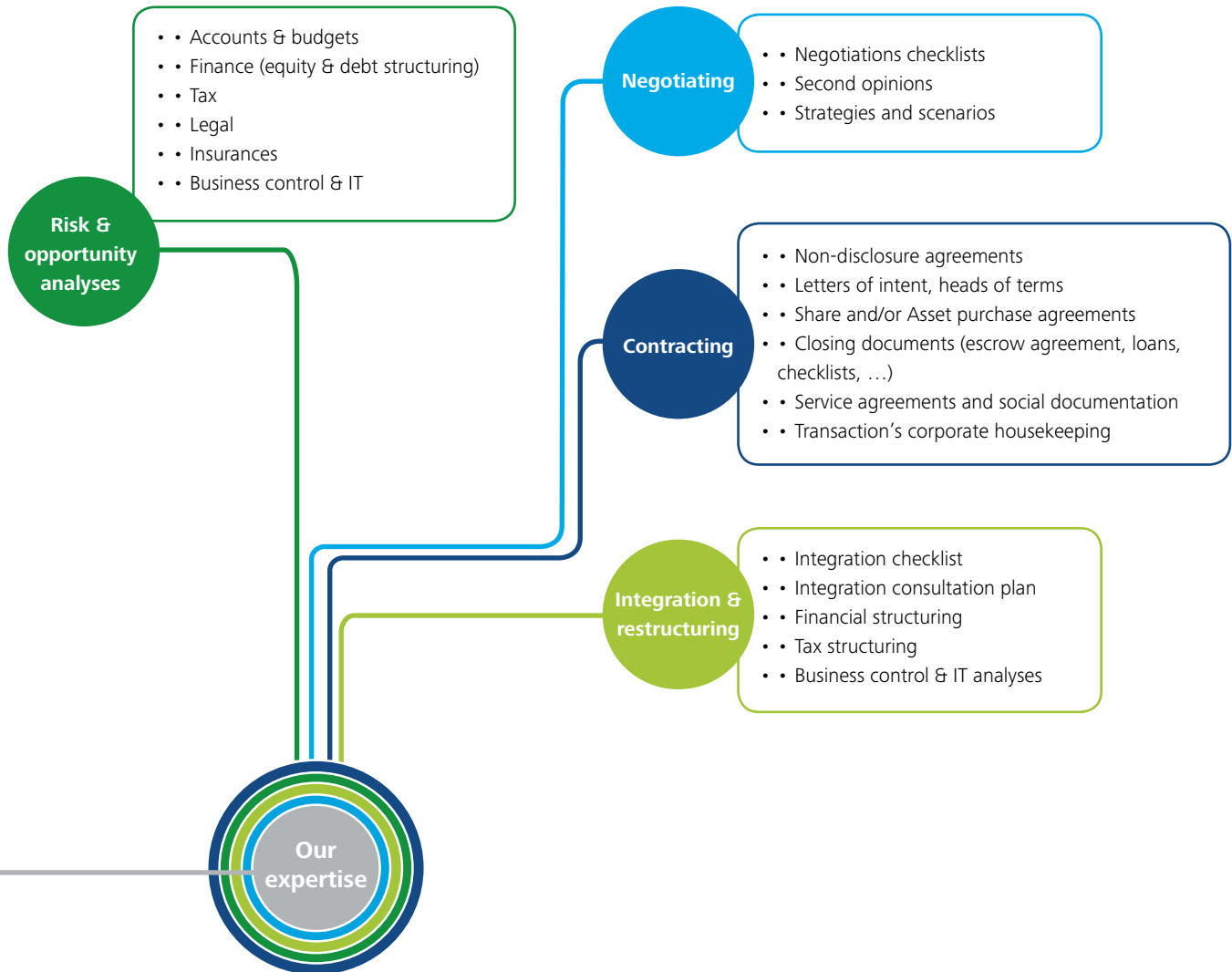
SME transaction services

Our multidisciplinary competencies



SME transaction services

Our expertise

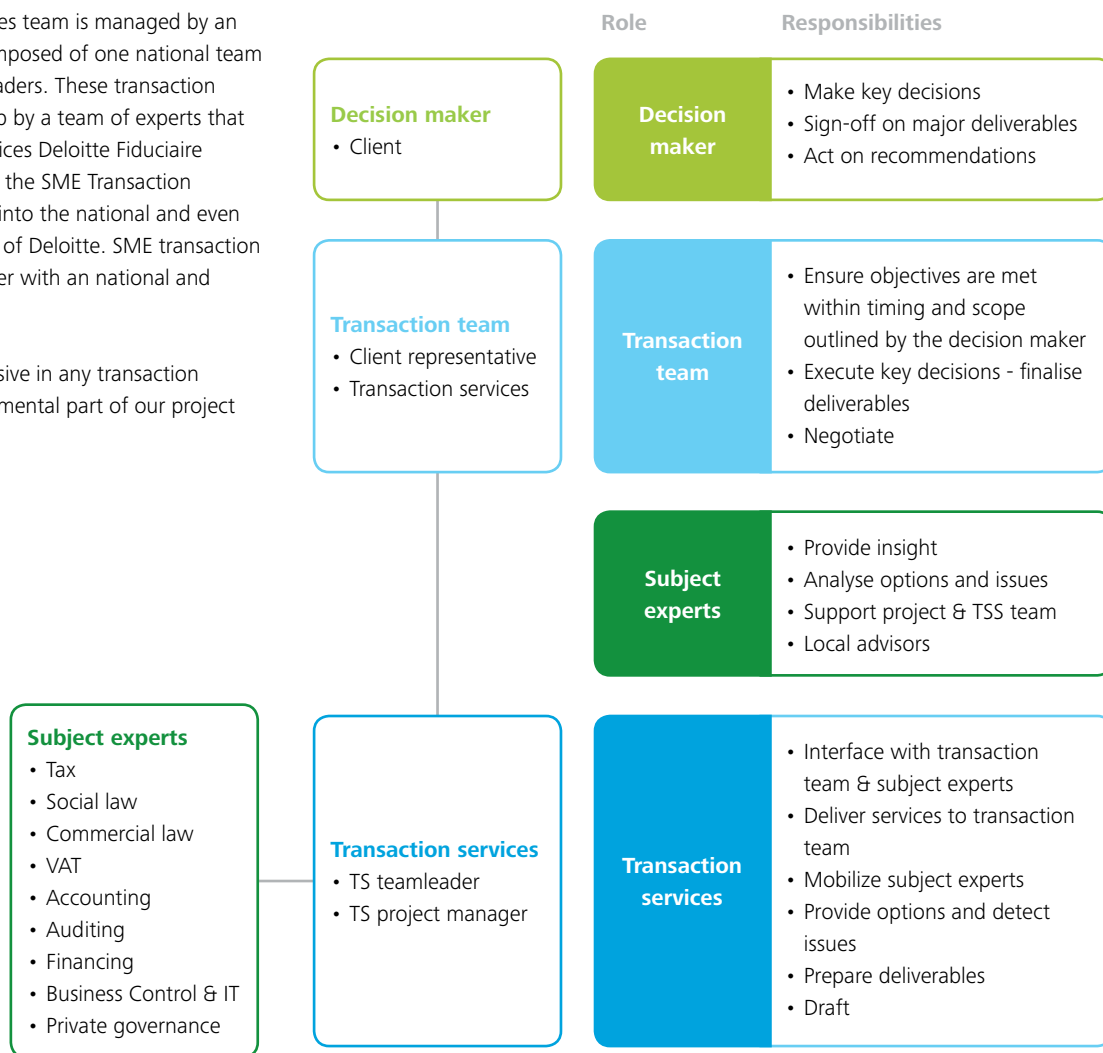


SME transaction services

Our team and our client approach

The SME transaction services team is managed by an experienced core team composed of one national team leader and two regional leaders. These transaction professionals are backed up by a team of experts that are stationed in the ten offices Deloitte Fiduciaire occupies. Where necessary the SME Transaction services team can also tap into the national and even international SME network of Deloitte. SME transaction services is truly a local player with an national and international reach.

The client approach is decisive in any transaction and that's why it's a fundamental part of our project management.



SME transaction services

Our track record

We have been assisting SMEs and family businesses from every industry, such as: the financial, banking, chemical, automotive, metallurgical, electronic, distribution, transportation, software, technology, packaging, food, animal products, construction and entertainment industry.



Some of our successes

- A full-service assistance to a food company for the acquisition of a meat distribution business
- The drafting and negotiating of a sales agreements for a management buy-out of a pet products company
- The integration of a port business in a logistics company
- The set-up of an acquisition structure and strategy for an agronomical company
- The execution of a risks and opportunities analyses in the context of a participation of a private equity in a consumer products company.

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For more information, please, visit www.deloitte-fiduciaire.be

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