

"The sherpas of the mighty Himalaya are amazingly strong and tough with an outstanding ability to perform effectively. Tenzing Sherpa and I both had substantial motivation and confidence and this drove us to our ultimate success on top of the world".

Sir Edmund Hillary, 2001

TENZING

partners®

transmission / succession / acquisition //

// MISSION //

TENZING partners® : Intermediary between Sellers and Buyers.

We are M&A professionals specializing in matching companies willing to exit or to raise funds, and companies looking for an acquisition, investments or external growth.

// CORE BUSINESS //

We address our client needs primarily in the following dimensions :

- 1) We focus on succession plan and company transmission
- 2) We facilitate Cross-border transactions using a strong international network (Intra-Europe and Europe-Asia)
- 3) We help shareholders of Small and Medium Enterprises to grow or to exit

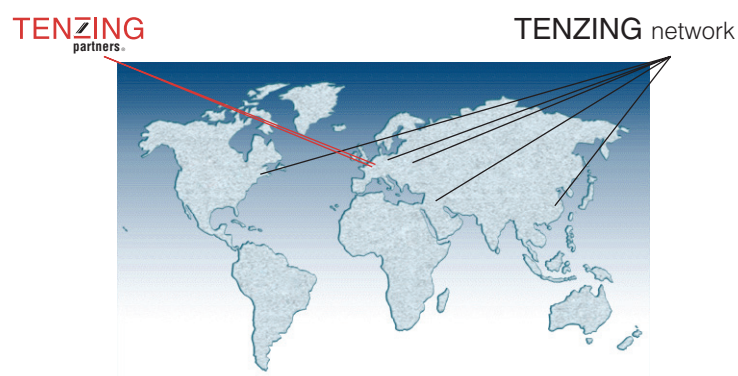
// VALUE ADDED //

Our primary role is to be the most efficient deal-maker, protecting the interest of our clients. With constant **Value maximization** objectives, TENZING partners® accompanies its customers along the lifecycle of the M&A transaction.

By developing a collaborative relationship with its customers, TENZING partners® articulates its working environment in a **trusted** and **confidential** way. This allows a fee structure largely based on success with a competitive retainer at the outset.

TENZING partners® is totally **unbiased** and **focused**, as M&A advisory is its sole "raison d'être", with no potential conflict of interests.

Finally, the client return perspectives can be further enhanced by exploiting the benefits of a **Global network** with partners in over 25 countries around the world.

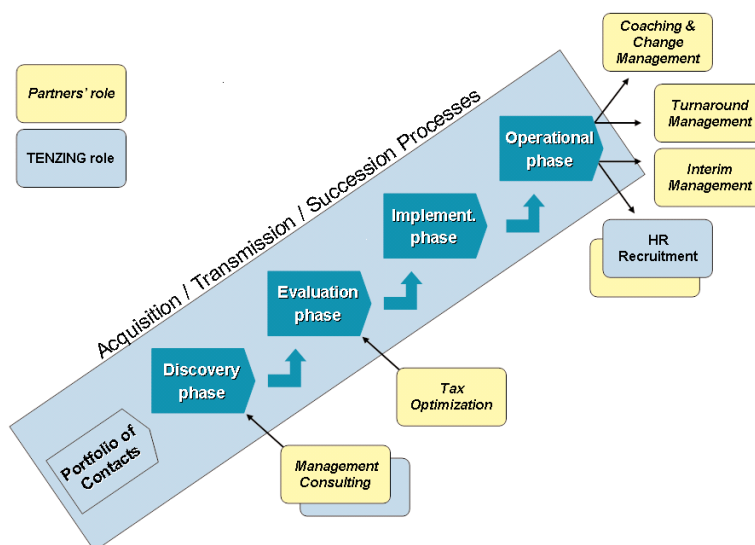


// OUR METHODOLOGY //

In order to secure the best target companies for our clients, the TENZING methodology consists of a 4 step-process in sequence with the transmission activity :

- _ **Discovery Phase** : Understand the competitive landscape and the M&A context
- _ **Evaluation Phase** : Company valuation, benchmark against shareholder and market views
- _ **Implementation Phase** : Identify and analyze target companies, present a qualified shortlist
- _ **Operational Phase** : Synergy finding, value agreement, deal negotiation and eventually post-deal integration

The goal is to ensure efficiency maximization and cost-effective results for TENZING partners® customers. Our core capability and expertise is M&A advisory, which we complement with our alliance network with outside specialists when required by our customer.



We help bringing companies closer...

Daniel Schneider
Luxembourg

Philippe Monchauzou
Paris

