

The logo for 'done deal' is centered on a dark background with a red, glowing circular pattern. The text 'done deal' is written in a white, lowercase, sans-serif font. The letters are filled with a horizontal line pattern, giving them a textured appearance. The background features a large, glowing red circle with a radial gradient, surrounded by smaller, scattered red dots.

done deal

INTRODUCTION

- ✓ DONEDEAL is a sophisticated boutique advisory firm focused on exiting, growing, and re-launching medium and smaller sized businesses that aim to reach the “next level” through financial or equity solutions.
- ✓ DONEDEAL increases value during the transaction process through structuring and re-structuring, streamlining and repositioning, integration and interim management on CEO and CFO level.
- ✓ DONEDEAL offers independent, authentic, and unbiased advice with a highly discrete and stealth-like approach to assignments.
- ✓ DONEDEAL's client portfolio includes several European small and medium sized companies across a variety of markets and sectors.
- ✓ DONEDEAL brings to its clients the network and market intelligence of a merchant bank with the focused personal attention of a small boutique.

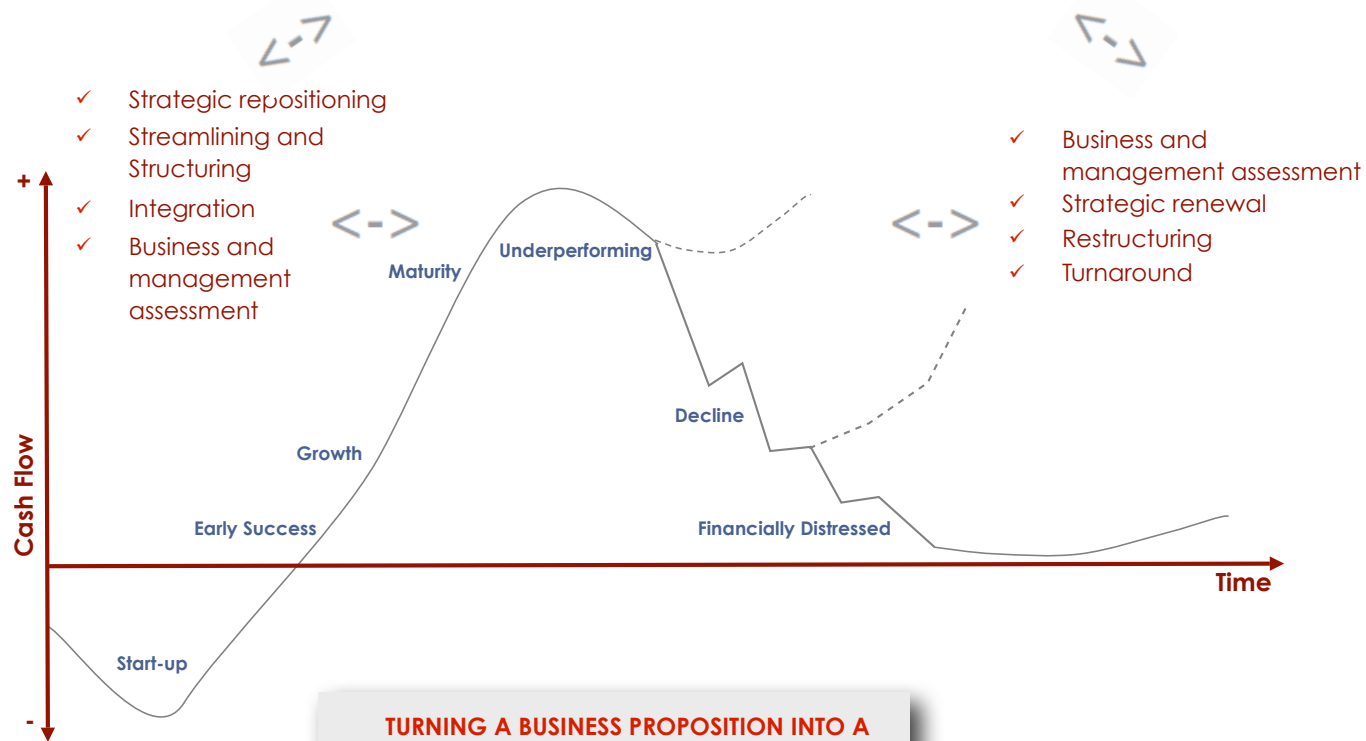
BOUTIQUE CONCEPT

- ✓ DONEDEAL serves as the client's right-hand: close, trusted, loyal confidants who don't set limits on time.
- ✓ DONEDEAL is focusing on a limited number of assignments for companies at any given time.
- ✓ DONEDEAL acts as true advisors-in-chief, effectively structuring, re-structuring, or streamlining the client company and acting as interim CEO or CFO if so needed while orchestrating all elements of the envisioned transaction process.
- ✓ DONEDEAL specializes in medium and smaller sized companies with a pan-European and cross-border expertise.
- ✓ DONEDEAL believes in a senior level commitment with our partners "hands-on" in all mandates.
- ✓ DONEDEAL cultivates relationships with owners and executives from companies that could be current and future quality targets as well as with funds, buy-out firms, investment banks, and venture capital firms across Europe to develop in-depth profiles of what those potential buyers and investors are actively looking for.
- ✓ DONEDEAL has developed an important credibility for providing pre-screened, high-quality opportunities, a reputation for concentrating on discrete, close, long-term client relationships, and a name for being able to close more difficult and creative transactions.

SERVICES AND THE LIFE CYCLE

TRANSACTION SERVICES

- | | | | |
|----------------------------|----------------------------------|-----------------|----------------------------------|
| ✓ Mergers and Acquisitions | ✓ Growth and replacement capital | ✓ Divestitures | ✓ Strategic investment scenarios |
| | | ✓ Buy-and-build | ✓ Valuations |
| | | ✓ Exits | |



TURNING A BUSINESS PROPOSITION INTO A HIGH-QUALITY INVESTMENT OPPORTUNITY

QUALITY INVESTMENT OPPORTUNITY

Post-transaction management

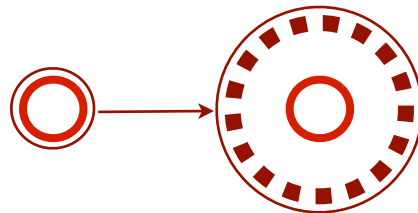
- ✓ Revisit of assumptions and close monitoring of optimal financial performance and structure
- ✓ Steering systematic integration processes and dealing with integration and post-acquisition issues
- ✓ Hands-on follow-up to ensure the execution of the company's potential and appeal

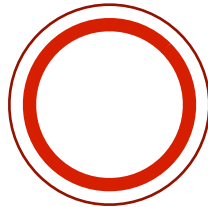
Raising the profile of the company and its business

- ✓ Intense hands-on involvement in streamlining/ structuring/ re-structuring/ turnaround, short term shape up or re-launching processes
- ✓ Management and leadership expertise as interim CEO or CFO
- ✓ Introduction to best of breed professional partners

Turning a business proposition into a high-quality investment opportunity

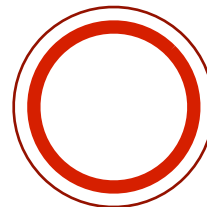
- ✓ Re-definition of long term strategic concept and re-positioning
- ✓ Re-branding and brand development strategy
- ✓ Development and analysis financial investment scenarios
- ✓ In-depth profiles of those potential buyers that will bring out the potential for the company while developing the most attractive financial or equity solutions





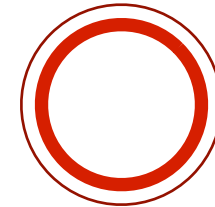
Pre-screened

- ✓ Rigorous business review and analysis of business model
- ✓ Assessment feasibility of the envisioned transaction
- ✓ Complete analysis stakeholders and market dynamics
- ✓ Targeted and discrete transaction processes



Fast and smooth

- ✓ Compressing the process through fast and direct access to financing and capital raise through our extensive network of key decision-makers in the financial community
- ✓ Orchestrating the acquisition process, creating and keeping momentum



Quality of Information

- ✓ Development full strategic, business, and operational models, info memos, and business plans
- ✓ Detailed company valuation analysis / acquisition analysis
- ✓ Development financial projections and reviews based on relevant valuation drivers
- ✓ Preparation and coordination data room and due diligence process
- ✓ Preparation management presentations and site visits

Relationships

- ✓ Close and long-term relationships with PE funds, investors, and trade players
- ✓ Client's right-hand: close, trusted, loyal confidants who don't set limits on time

Transactional acumen with business insight and a decisive orientation to results

- ✓ Unique mix of entrepreneurial, M&A, corporate finance, strategic, branding, operational, private equity, re-structuring, and boardroom experience combined in one team
- ✓ Pan-European and cross-border expertise



Effectuate successful and rewarding transactions

- ✓ Attractive and creative investment and transaction solutions
- ✓ Able to close more difficult or unusual transactions
- ✓ Pragmatism and flexibility with a laser-like focus on keeping momentum

Reverse approach

- ✓ Act as a market intelligence unit or front for acquirers
- ✓ Development of strategic investment scenarios and get interest from funds and PE players

What sets us apart?

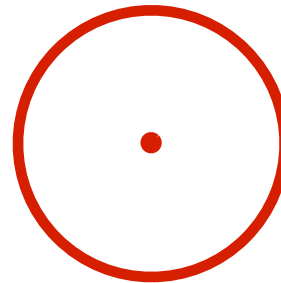
- ✓ Transactional services combined with structuring, re-structuring, streamlining, renewal in view of the envisioned transaction
- ✓ Senior level hands-on involvement
- ✓ Independent advice

Client focus

- ✓ We exist for our customers
- ✓ Chief confidants
- ✓ Deep humility and learning orientation

Transaction approach

- ✓ Stealth-like and discrete processes with the quality, market and strategic intelligence of big players
- ✓ Personal contacts ensure faster, smoother, and shorter transaction processes



AUTHENTIC

Relationships

- ✓ Intimate relationship with owners and management to know what makes them “click”
- ✓ Coaching shareholders and management through the whole transaction process
- ✓ Close network of financial players and funds throughout Europe

International outlook

- ✓ Cross-border/ international experience
- ✓ International professional network including Flincq (NL - financial consulting), Ashurst (Europe - legal counsel), Alegro (UK - TMT advisory boutique), Cross International (Belgium - HR, executive search) among others

AREAS OF ACTIVITY

Healthcare

- ✓ Pharmaceutical distribution
- ✓ Life Sciences
- ✓ Medical Imaging
- ✓ Care provision and services
- ✓ Animal health and nutrients

Services

- ✓ Management education and e-learning
- ✓ Financial services, insurance, and pension funds
- ✓ Staffing solutions and outsourcing
- ✓ Engineering services
- ✓ Business information

Leisure and Sports

- ✓ Motor sports
- ✓ Design furniture
- ✓ Fashion
- ✓ Leisure facilities

Businesses

- ✓ Construction
- ✓ Agri-culture
- ✓ Aqua-culture
- ✓ Paper, packaging, and labeling
- ✓ Real estate
- ✓ Lawn care products, herbicides and pesticides
- ✓ Mining

Consumer

- ✓ Food and Nutrients
- ✓ Soft drinks
- ✓ Branded goods

Technology/ Media/ Telecom

- ✓ Managed Services
- ✓ BPM software
- ✓ Semiconductors
- ✓ IT-services
- ✓ Positioning and tracking systems
- ✓ Business Management software
- ✓ Electronics and information communications technologies
- ✓ Wall display systems
- ✓ Security systems
- ✓ Office imaging products
- ✓ Computer peripherals
- ✓ Nano technology

Clean Tech

- ✓ Alternative energy
- ✓ Recycling
- ✓ Power generation and temperature control systems

Geographies

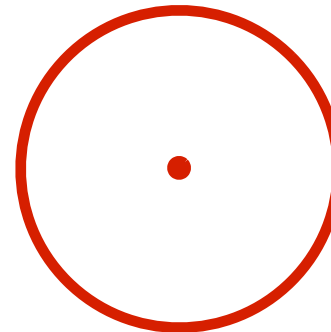
- ✓ Benelux
- ✓ UK
- ✓ Germany
- ✓ France

Business model

- ✓ Advisory fee
- ✓ Success fee

Size

- ✓ Between €10 and €150 mio



PARTNERS OF DONEDEAL HAVE BEEN INVOLVED IN TRANSACTIONS IN THE FOLLOWING AREAS:

Healthcare

- ✓ Pharmaceutical distribution - Turnaround, restructuring, and partial sale of Patrona Pharma Group (B)
- ✓ Life Sciences - Finance raise for a Cancer detection and Visualization company (B)
- ✓ Medical Imaging - MBO (B)
- ✓ Medical Devices - Advisory to IPO of HealthGate (US)
- ✓ Care provision and services - Finance raise for a Belgian medical high-tech company in medical thermal management (B)
- ✓ Animal health and nutrients - Finance raise for Belgian nursing home group and Cordia Holding (B)
- ✓ - Sale of EquiPharma (B) to Ecuphar (B)
- ✓ - Acquisition of Laboratoires Biové (FR) by VMD (B)
- ✓ - Acquisition of Merial (US) Assets by Huvepharma (B)

Businesses

- ✓ Construction - Sale of Eddis (B) to Performance in Lighting (IT)
- ✓ Agri-culture - Sale of Busker Group (NL) to NIBC (NL)
- ✓ - Acquisition of Nutri-Ad International (B) by INVE (B)
- ✓ - Acquisition of Alniser (SP) by INVE (B)
- ✓ - Acquisition of Braes Feed Ingredients (UK, US) by INVE (B)
- ✓ Aqua-culture - Sale of Additivos Alimentaris (P) to JV partner
- ✓ - Finance raise for a Shrimp Breeding Company (B)
- ✓ Industrial - Acquisition of MDB (B) by INVE (B)
- ✓ - Bank debt restructuring and sale of non-core assets of holding with Industrial and real estate activities (B)
- ✓ - Financial restructuring and distressed sale of industrial equipment company (B)
- ✓ - Strategic repositioning and financial restructuring of Oleochemical Group (B)
- ✓ Paper, packaging, and labeling - \$45mio finance raise for Illochroma/ IlloSpear (B-US)
- ✓ Real estate - Sale of Patrona Real Estate (B)
- ✓ Lawn care products, herbicides and pesticides - MBO (NL)
- ✓ Mining - Advisory to a Belgian quartz mining company
- ✓ - Financial restructuring and sale of Belgian copper recycling company

PARTNERS OF DONEDEAL HAVE BEEN INVOLVED IN TRANSACTIONS IN THE FOLLOWING AREAS:

Clean Tech

- ✓ Alternative energy - Advisory to heating, cooling, and storage with near-surface geothermal energy (MC)
- ✓ Recycling and waste management - Strategic investment plan for rubber recycling investors (Europe)
- \$120m bank debt restructuring and partial sale of Belgian cleaning and waste services group
- ✓ Power generation and temperature control systems - Buy-and-build for Energyst (NL)

Technology/ Media/ Telecom

- ✓ Managed Services - Acquisitions of telecom managed services companies (Ericsson Europe)
- ✓ BPM software - Acquisition, restructuring, and sale of Cosa (GER, NL)
- ✓ Semiconductors - Advisory to Applied Materials (Europe)
- Financial restructuring and partial sale of Belgian electronics and semiconductor group
- ✓ IT-services - \$300m bank debt and equity restructuring of Belgian ICT services group (Real Software)
- ✓ Positioning and tracking systems - Finance raise for a Professional GPS company (B)
- ✓ Wall display systems - Sale of French display system company
- ✓ Security systems - Finance raise for UK security company
- ✓ Office imaging products and computer peripherals - Advisory to Canon Europe

PARTNERS OF DONEDEAL HAVE BEEN INVOLVED IN TRANSACTIONS IN THE FOLLOWING AREAS:

Consumer

- ✓ Food and Nutrients - Sale of Enco Catering Services (B) to Colruyt (B)
- ✓ Soft drinks and branded goods - Buy-and-build for a UK drinks company

Leisure and Sports

- ✓ Motor sports - Advisory to Arrows F1 (UK) and Jordan F1 (UK)
- ✓ Design furniture - Advisory to The White Shirt Company (UK)
- ✓ Fashion - Finance raise for resorts (NL and UK)
- ✓ Leisure facilities

Services

- ✓ Management education and e-learning - Seminars at several European business schools
- ✓ Financial services, insurance, and pension funds - Sale of Marine insurance company (NL)
- Sale of Assex (B) to Callant (B)
- ✓ Staffing solutions and outsourcing - Advisory to UK based Staffing company

THE BRAND

DONEDEAL's brand was created around a diamond concept, one of the most powerful, visually sensory, strategically well focussed symbols.

DONEDEAL's diamond is all about everlasting long term value creation, engaging its clients in a deep and meaningful way. Tangible and weighted, it offers real depth, sophistication, and authenticity. Distinct, unique, compelling, these are all part of the donedeal DNA and positioning, as change and evolution epitomizes its offering.

Like a diamond, the company basis is hard, solid, and strong, utilizing cutting edge delivery in a highly competitive and complex world. DONEDEAL symbolizes connection, belief, and taste, exemplified through transparency, confidence, and brilliance.

The gem-like qualities of what we offer is consummated through expression, aspiration, personality, discretion, and sheer passion. DONEDEAL is indeed the life-force and guiding light that navigates the deals in its steadfast manner.

DONEDEAL is a force creating momentum, shaping and accelerating, its momentum building, its speed increasing, then - at some point - a break through, where out of complexity and chaos, order arises. Navigating towards a universe with a brilliant diamond as circumpunct - our clients reaching their ambitions and goals.

DONEDEAL is an island of accuracy and reliability, factuality and persistence, truthfulness and trustworthiness, stamina and belief in terms of 'unearthing' the potential of companies.

GROWING, RE:LAUNCHING AND REALIZING AUTHENTIC VALUE

FOUNDING PARTNER

DR. GERT VAN DER LINDEN (Belgium) has developed, lead and managed programs that have formed and transformed, turned around and re-focused, re-launched and shaped European small and medium sized businesses into interesting investment opportunities, including trade sale/ IPO. He has been able to drive top line and bottom line results in very short periods of time, deliver on high growth, and offer creative solutions to complex and challenging situations. He has successfully negotiated all aspects of funding processes and drove robust growth businesses through innovative strategic and operational actions. He is used in dealing with high profile interest from media and other stakeholders.

Gert was Chief Executive of an integrated intellectual capital and change management consulting organization with consultants active throughout Europe and S-E Asia, and was Managing Director of a cutting-edge strategy-based consulting boutique.

Gert acted as an interim/ transition executive in several international blue chip companies such as Canon and Applied Materials among others. Most of his 20 years of professional experience has been acquired in technology, telecom, e-commerce and other fast-moving sectors and companies, working for European, American, and Japanese companies across Europe and the US.

He acted as interim CEO and COO in a number of client companies and taught at several business schools across Europe. He published several books, articles, and business cases.

Gert graduated in Organizational Psychology at the Free University of Brussels (Belgium). In addition to studies in Management, he completed postgraduate studies in Technology at the Free University of Brussels (in conjunction with Erasmus University Rotterdam). He holds a Ph.D. in Business Administration from the University of Groningen (The Netherlands).

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ROGER DELCROIX (Belgium) started his career in the Sales and Marketing Division of Elanco Benelux. Elanco is the feed additive and animal health division of Eli Lilly. He then joined Rabobank Belgium Corporate Banking as Commercial Manager of the Food and Agricultural sector, where he later also became a member of the credit approval committee.

Roger then moved to INVE, a Belgian Holding company that specializes in nutritional products for the global agriculture and aquaculture industries, where he acted for more than 5 years as Acquisition Manager as well as Board Member. In this capacity, Roger took the lead in many of the company's business development, strategic acquisitions and divestment initiatives.

Subsequently, he joined Capital Advice, a Belgian corporate finance firm specialized in advising mid-market clients on their private equity, M&A and corporate finance transactions, as a managing partner. As such, he was involved in an important number of transactions.

Roger's wealth of experience both in corporate finance and business linked to his extensive network of companies and smooth access to decision makers will bring added value to our clients. He is an international recognized expert in the healthcare, food and agricultural sectors.

Roger holds a degree in Agricultural Engineering at the University of Louvain (Belgium).

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HAROLD VANHEEL (Belgium) has almost 20 years of experience in corporate finance and financial management having worked in audit, banking, corporate finance and private equity industry, as well as chief financial officer.

Having started at Arthur Andersen as auditor, Harold joined KBC Bank where he served for more than 4 years corporate clients in the mid-market segment. After being CFO of a family owned industrial building company where he (re)structured the finance department, Harold moved into corporate finance and recovery for more than 6 years. At PwC Corporate Finance, he was active in the area of mergers and acquisition and valuations, and was responsible for successfully establishing and growing the business recovery practice of PwC in Belgium. Subsequently, Harold joined Deloitte Business Advisory to establish the corporate reorganization practice, providing hands-on advice in the area of corporate restructuring, working capital management and general strategic financial advice.

Harold then became CFO of the Illochroma Labeling Group, Europe's largest label manufacturer for the beverage and food industry at the time. As the company faced financial, operational and strategic issues, Harold was highly involved in developing the restructuring plan, negotiations with all key stakeholders including unions, and re-establishing the finance function. After the completion of a financial restructuring and a substantial capital increase, Illochroma was taken over by a US-based labeling group.

Harold later joined the Ackermans and van Haaren group, a large Belgian industrial and financial holding, where he became a member of Sofinim's development capital committee and was responsible for a number of participations and development of new investment opportunities. He was member of the Board of Alural and Egemin and the executive board of Engelhardt GmbH.

Harold graduated as a Commercial Engineer – Master in Finance at the Catholic University of Louvain. He completed programs in Corporate Finance at EHSAL (Brussels), Anticipating and Managing Financial Distress at the Amsterdam Institute of Finance and Business Diagnostics at the CASE Business School in London.

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