

Small & Medium Enterprises

Effective solutions for entrepreneurs!

Introduction

When it comes to M&A, owners of Small & Medium Enterprises (SME) require expertise, innovative thinking, tenacity and experience, but above all they need advisors that speak their language and are fully aware of local circumstances.

With dedicated and experienced professionals across 8 offices in the Netherlands we deliver integrated solutions for every transaction process involving manager-owned and family businesses.

What makes us different is our integrated approach of M&A providing solutions for all types of transactions including acquisitions, divestments, valuations and fund raisings.

Depending on the transaction, we put together a team of merger and acquisition specialists, due diligence advisers, industry and financial experts, tax consultants and management consultants.

They share information constantly and will bring your transaction to a successful conclusion.

Current trends in SME

- The economic downturn creates margin pressure and changing payment behavior of clients. This requires increased focus on working capital improvement and cash planning.
- Tightening debt markets cause increases in the cost of capital and potential delays in planned expansion. Companies can create room to maneuver by debt restructuring and widening of their funding base.
- A depressed M&A market prevents a swift exit for the owner-manager at an attractive exit multiple. Entrepreneurs should secure their pension benefits and prepare for M&A when market conditions improve.
- Challenging market circumstances create opportunities for companies with strong balance sheets. Timely identification and monitoring of acquisition targets might enable you to acquire targets at attractive multiples.

A world of experience at your doorstep

Following the trend towards globalization in many industries, SME are increasingly involved in cross border M&A. Our SME team consists of highly experienced professionals who can provide you with all the advice you need to successfully complete a transaction. Tapping from our global network we can bring to you industry expertise and transaction experience from virtually every corner of the globe.

As advisors dedicated to SME it is our aim to provide entrepreneurs with effective solutions and help them maximize the value of their business.

More information:

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Deloitte Financial Advisory Services

[Financial Advisory Services](#)

Aelbers Flexibele Personeelsdiensten

management buy out

Bouwfonds Property Finance

to **SNS Reaal**

April 2009

Deloitte Corporate Finance

acted as financial advisor to the vendor

[Financial Advisory Services](#)

Raet

has acquired

Gamma Dienstverlening

May 2009

Deloitte Transaction Services

acquisition due diligence services

[Financial Advisory Services](#)

Scandic Sanadome Nijmegen

management buy out

September 2008

Deloitte Corporate Finance

acted as financial advisor to management

[Financial Advisory Services](#)

ABC Breda

was sold to

Jos Hofkens H.I.G.

April 2008

Deloitte Corporate Finance

acted as financial advisor to the vendor

[Financial Advisory Services](#)

Detron ICT & Telecom Group

has acquired

Esprit Telecom, Centrip and XB Networks

July 2008

Deloitte Corporate Finance

acted as financial advisor to the acquirer

[Financial Advisory Services](#)

Handelsonderneming De Maertelaere

was sold to

Jumbo Supermarkten

January 2009

Deloitte Corporate Finance

acted as financial advisor to the vendor

[Financial Advisory Services](#)

Arboned

has acquired

Arboduo

December 2008

Deloitte Corporate Finance

provided debt advisory services

[Financial Advisory Services](#)

Ilse Media

has acquired

Rosetta Holding (Schoolbank.nl)

May 2007

Deloitte Transaction Services

acquisition due diligence services

[Financial Advisory Services](#)

Accent Jobs for People

has acquired

Intervention Uitzendbureau

April 2008

Deloitte Corporate Finance

acted as financial advisor to the acquirer

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