



M&A Strategy

A combined buy-side and sell-side are core drivers for success

The decision to change shareholders is a very far-reaching one. As part of the growth strategy, it can have an accelerating effect because, among other things, market shares and competencies are acquired rather than built up laboriously.

When implementing an acquisition decision, the target company should be understood in as many aspects as possible, and assistance should be provided in finding the purchase price and financing, and also at times in the subsequent integration (“buy-side”).

In the implementation of the divestment decision, investors should be provided with a meaningful information package. From the wide universe of potential new owners, those should be approached who are most likely to strike the deal and are willing and able to pay an appropriate purchase price (“sell-side”).

We help you decide whether or not acquisition-driven growth is the right strategy. This is done in joint workshops and in extensive analyses of peer companies and dynamics in the procurement, sales and capital markets.

- We draw up long- and shortlists of interesting takeover candidates and present them for discussion in a prepared form.
- In a mirror image, we act for potential sellers and derive from the corporate strategy which companies/ parts of the company are better off under which new roof in the future.
- We work intensively with our clients to maximise the value contribution of investments and de-investments.

At enable2grow, we have many years of experience as investors and can support our clients in all matters with a view through the eyes of an investor. This not only ensures very targeted work that keeps our clients' effort in proportion to the strategic importance of the transaction (speed, purchase price), but also a high probability of success in implementation. We have built up a resilient network of investors over the years and have long-standing access to them, which makes it easier for us to assess their true “investment appetite”.

Ready for the next step? Contact us for an informal exchange at **+49 89 44 99 07 20** or book us [here](#).

M&A Strategy – a combined buy-side and sell-side are core drivers for success

Dr. Stephan Bülow and Dr. Norbert Paddags are the renowned experts in M&A and Financial Services, delivering years of experience, knowledge and insights.



Dr. Stephan Bülow | Senior Advisor, M&A Expert

Stephan has always been a “deal maker” who offers integrated management consulting and corporate finance services for facilitating shareholder changes in the best possible way. In this role, Stephan has been advising both investors and owners and has already managed to close deals worth more than €2bn. He also has a track record as a hands-on Private Equity director. In addition, he successfully executed 3x buy-and-builds as investor and CEO. → [in](#)



Dr. Norbert Paddags | Senior Advisor, Financial Services

Norbert works with clients on a broad range of topics - from digitalisation to change management. He bases his work on more than 10 years of consulting experience including McKinsey & Co. and 10 years of management experience at various banks. The combination enables him to understand both sides of the consulting business, i.e. not only as a consultant but also as a client. → [in](#)

Ready for the next step? Contact us for an informal exchange at **+49 89 44 99 07 20** or book us [here](#).