

- ③ **Background:** as part of its international diversification strategy, **the Azkoyen Group** planned to incorporate a new business line, focused on security

- ③ **Assignment:** BCS completed an analysis of different potential markets, identifying target companies and acting as the main advisor during the acquisition process
 - Assisted the **Azkoyen Group** in defining the Strategic Plan, identifying new potential markets
 - Identified the most attractive investment alternatives for **the Azkoyen Group** based on criteria such as market attractiveness and potential operational synergies
 - Conducted interviews with the most relevant manufacturers at international level
 - Approached the main shareholder of the identified company, **Primion Technology AG**, a German manufacturer of electronic security systems
 - Designed a Business Plan and assisted other client's advisors during the valuation process
 - Assisted **the Azkoyen Group** as advisor in the negotiation process with the main shareholder

- ③ **Result:** **the Azkoyen Group**, based on the analysis and investment opportunities presented by BCS, negotiated with the main shareholder the acquisition of **Primion Technology**, launching simultaneously a takeover bid for the 100% of the shares in the German stock exchange

