

BUSINESS DEVELOPMENT SERVICES

1. Scope

INDEVCO's Business Development Consultants advise and assist clients in assessing business development opportunities and financial performance. Business development consultancy seeks, explores, negotiates, and evaluates merger and acquisition opportunities.

2. Objectives

INDEVCO's Business Development Consultants engage directly with the client to:

- Advise and assist in screening, analyzing and performing feasibility studies for mergers and acquisitions
- Recommend negotiations and evaluation of merger and acquisition opportunities, including feasibility, financial valuations, return ratio studies, non-disclosure agreements, and memorandums of understanding, as well as coordination and negotiations with external service providers
- Assist in negotiating and evaluating new investment opportunities with investment bankers and venture capitalists
- Recommend the financial structure for new projects and assist in negotiating with banks to obtain the most appropriate agreements
- Provide feedback on the client's business and strategic plans and assist in reviewing progress to assess financial performance
- Recommend set-up and evaluate optimal ownership structures with consultants to optimize tax risks
- Assist in reviewing, setting up and/or evaluating structures of new ventures
- Advise on diversified topics from business-related to social responsibility issues

- Recommend establishment of actions related to hedging, banks and economic environment issues

3. Global Network

INDEVCO provides specialized Technical & Consultancy Services through a global network of employees, consultants, and technical advisors located in Lebanon, Europe and the United States and in coordination with research and development centers and laboratories around the globe.

Technical & Consultancy Services are focused on industrial manufacturing, including but not limited to the production and trade of forestry and paper products, tissue, plastics, corrugated packaging, aluminum, consumer and away-from-home disposables, and other related products for B2B and FMCG sectors.