



## MERGERS & ACQUISITIONS

### Normandie Développement: Your Partner of Choice for European Development



**Normandie Développement:**  
**Your confidential reactive solution bringing Normandy-based and international businesses close together**

Acquisitions | Acquiring shares | Joint Ventures | Strategic Alliances | Licence Transfers | Long-term Contracts  
Value Chain Partnerships | Consortiums | Added Value Retailing | Mutual Retailing

An acquisition or a partnership with a normandy-based company to:

- Benefit from your partner's sales & marketing network
- Enjoy greater corporate visibility on the French market
- Foster business growth
- Boost your business
- Benefit from economies of scale
- Optimise production tools
- Streamline supply chain logistics ...

Normandie Développement, the only partner you need for:

- Direct relations with your future partner
- Full confidentiality about your project (signature of a confidentiality agreement)
- Secure data and exchanges
- Targeted business appointments
- Project arrangement and follow-up
- Support during negotiations
- Free services



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## A proactive, tailored confidential method for:

- **Detecting** partnership requests from international companies
- **Identifying** Normandy-based businesses meeting international investors' specifications
- **Validating** partner credibility through State services
- **Confirming** project feasibility with the Normandy-based business
- **Providing** the Normandy-based business with support during negotiations with its future partner during targeted business appointments



“Normandie Développement provided us with support and back-up from the get-go and during the entire acquisition process: appointments, exchanges, and information. [...] And support in areas such as financial aid. Normandie Développement helped us identify key contacts and find the required documents. [...] Normandie Développement was an efficient relay, helping us find the relevant contacts.”

Mrs Chantal de Turkheim  
Technibureau - Heron Industrie Inc.

**Normandie Développement is an Association of Normandy-based industry operators** created in 1984. Its main brief is to attract foreign businesses to Normandy. The bi-regional agency handles the international promotion of Normandy through targeted business prospecting actions and global communication. It coordinates international prospecting actions rolled out by all the economic development stakeholders, at the request of the Basse Normandie and Haute Normandie Regions.

As part of our ongoing business prospecting and promotional support to international development stakeholders, Normandie Développement is in constant contact with the AFII network (Invest in France Agency with 22 offices throughout the world) and all the local economic development partners.

What services do we provide?

- The engineering and enhancement of the business resources available in Normandy, to attract mobile international investments
- The support to the development of business projects funded by foreign capital
- The processing of partnership requests that result from prospecting and from proposals within the region
- The organization of the Club of our member businesses

with the support of



[www.normandydev.com](http://www.normandydev.com)

