

NORTH AMERICAN FRENCH AEROSPACE NETWORK



Notebook – Law firms, CPA, M&A, HR partners

Name: XAVIER GUILLARD

Position: PARTNER

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Your offers and capabilities:

Canec offers:

- Specialization in the European and North American markets and experience to help ensure the success of your international acquisition, merger or divestiture.
- Network of connections and strong expertise in the aerospace sector, both in North America and Europe.
- Experience in generating proprietary deal-flow, i.e. developing opportunities that are not part of competitive auctions, allowing our clients to negotiate exclusively and conclude transactions at below market multiples.
- Easy access to the institutional and private equity market to support our clients' financing needs.
- Solid track record of satisfied clients, thanks in part to our "solution provider" approach and cross-cultural negotiation expertise.
- Infrastructure well adapted to the middle market, with offices and presence in Paris, Toronto, Montreal and Tampa, FL.
- Multi-cultural and multi-lingual executives, conducting business in English, French, Dutch, German and Spanish.

Our attentive facilitation narrows cultural gaps to improve communication and understanding between parties. And we take the non-economic conditions into account as well to get the best possible transaction for you. At Canec International, we devote our energy to:

- employing an efficient step-by-step methodology;
- finding the best possible match for your company; and
- facilitating the negotiation and closing of the transaction.

This approach, with our transatlantic/cross-border and industry focus, makes us successful in the international mid-market arena. We're akin to a 'boutique' solution, able to offer personalized service, efficiency, reactivity and value that the larger banks & accounting firms cannot. We are reactive to your unique needs and adaptive to your requirements. Canec's entrepreneurial and pro-active spirit leads and sustains our efficiency and drives us to deliver value.

Your relevant references (ie. French Aerospace companies):

- ADHETEC: Alexis Gabillon, CEO
- DEDIENNE MULTIPLASTURGY: Pierre-Jean Leduc, CEO
- GROUPE LAUAK: Mikel Charritton, CEO
- LACROIX GROUP / LACROIX ELECTRONICS: Vincent Bédouin, CEO
- LIEBHERR AEROSPACE SAS: Francis Niss (former CEO), Nicolas Bonleux, MD
- MICROCAST: Philippe Tedesco, former CEO
- MAFELEC: Gilles Heinrich, CEO
- NEXEYA: Philippe Gauthier, CEO
- NSE GROUP: François Lacoste, CEO
- RADIAL : Dominique Butin, DG & Dominique Pellizzari, EVP
- SOFOP (now NEXTEAM GROUP) : Gregory POUX, EVP
- SOCOMORE: Frederic Lescure, CEO
- ZODIAC AEROSPACE: Maurice Pinault, Deputy CEO

Other CANEC contact and location:

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