

### **Stift builds network for business brokerage in Austria**

With immediate effect Mag. Michael Stift (42)/Baden operates as Austrian Master Licensee of NBB National Business Brokers (Sartorial Group). Stift, who refers to 10 years of experience in the sector before taking the NBB-license (Stift: the only international "M&A advisory company for SMEs"), offers together with his partners, apart from restructuring of companies and interims management, also transfer management.

After leading positions at Midas (1992 until 12/1995), Denzel-Group – Fastbox, Denzel Autoitalia GmbH (beginning of 1996 to autumn 1999, and Reed Messe (Fairs) Salzburg GmbH, resp. Reed Messe Vienna GmbH, Stift was the Commercial Director of the Expomedia Group Plc/London since 2004.

He plans to set up 6 partner offices in Austria presumably by the end of 2012.

Mag. Alexander Kaufmann, formally CFO at Wolfgang Denzel AG, has already begun his operation as Stift's NBB partner in Wiener Neustadt. Another partner that will receive the license from Stift for Salzburg and Linz was in the process of signing his contract just after our editorial deadline. Further partner offices shall be inaugurated in Austria-West (Dornbirn/Feldkirch) and in Austria South-East (Graz/Klagenfurt).

The business volume per office and year Stift describes with 2 large transactions or 5-6 smaller ones, and the transaction sums are expected to be from 1m€ to 35/40m€.

The international network supports business owners (with a focus on the SME segment) in selling their business, as well as investors during acquisition or expansion. (by ENG)