

The Amazing Son In Law Chapter 6069 -

Zhicheng Group is a well-known enterprise in southern Yunnan, but because the industry it is engaged in is relatively vertical, it is not well-known outside the tea circle.

Zara banks had never even heard of the name of Zhicheng Group.

But her style of doing things has always been capable and direct, without sloppy, so she on the other end of the phone, while taking the paper and pen in front of the desk, said, "Okay, Mr. Wade, I wonder how you need my cooperation?"

charlie said, "I hope you use the name of the Banks family to talk to their bosses. If the other party is curious about why you, a dignified young lady of the Banks family and the owner of the Banks family, are interested in such a tea company, you can tell them. Your grandfather likes to drink their tea very much in Madagascar, so you plan to buy this company, generally speaking, you can keep a rich and self-willed tone." "OK!"

Zara banks agreed without hesitation, Said, "Mr. Wade, please give me ten minutes. I will first have a general understanding of the basic situation of this company, and then formulate a general acquisition plan to communicate with you.

" Okay, I'll wait for your news."

Zara banks hung up the phone, and immediately searched for some information about Zhicheng Group in front of the computer, and after recording some useful information she collected, she thought for a minute, and then Call charlie back.

charlie answered the phone and asked her, "How does Miss banks understand?"

Zara banks said respectfully, "Mr. Wade, I just got a general idea of their situation. This company is a private joint-stock enterprise, the largest The boss is their founder, named Fadil. At the beginning, it was just a small and micro enterprise with sole proprietorship, but after the economic opening in the 1980s, their tea business made a big breakthrough, and gradually developed into the top five in southern Yunnan. "Zhicheng Group

completed its shareholding reform ten years ago. At that time, it was planned to be listed on the main board, but because of the lack of profit scale and unstable profits, although it accepted the guidance of the China Securities Regulatory Commission, the final finishing touch still failed, and the listing has not been completed;”

“A few years ago, they gritted their teeth and joined the New Third Board, but because of the company’s low valuation, poor liquidity, and lower-than-expected financing goals, they withdrew from the New Third Board

; The market value curve at the time of the third board was only a little over a billion at the peak, but their financial reports in those years were not satisfactory. The decline in the tea market will affect their profits, and the reduction in tea production or harvest will also affect them. Their profits and market value will naturally be affected; “

“Moreover, there is a local leading enterprise in southern Yunnan in their industry, Juyi Group. This enterprise can be regarded as the top spot in this industry, but even they, capital The operation has not been smooth. Although the backdoor listing was successful, the market value was only relatively hot at the beginning. Now that the market has cooled down, its market value has not even reached 2 billion, so the capital prospects of the tea industry are actually not very good; “

” Speaking of Zhicheng Group, although they can indeed make tens of millions of profits every year, there is still no room for imagination to put such a small amount of money in the capital market. Judging from their repeated attempts, their boss Fadil should have always wanted to go public to cash out, but because of the hopelessness of going public, he has never been able to do so

;Business, guarding the profit of tens of millions a year, the real ones in his hands are only tens of millions a year. He wants to cash out his dream of going public with hundreds of millions of yuan, and it is estimated that there will never be hope. “

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charlie didn’t expect that Zara banks could sort out and summarize so much effective information in just 10 minutes, and he had great recognition for this woman’s business acumen, judgment ability, and business ability. He asked

Zara banks: "From Ms. banks's point of view, if she buys this company, how much will she be able to fulfill her wish? "

Zara banks said, "Mr. Wade, from the information I can find so far, their boss, Fadil, has a public shareholding ratio of 576, but through other equity structures and option holdings, the overall calculation should be 785. , is a well-deserved major shareholder. If he wants to successfully acquire Zhicheng Group, as long as Fadil nods,

he will be considered a success; It's a good year to earn 30 to 40 million. If you're unlucky, you may not earn a penny or even lose money throughout the year;" "

Looking at him in the next 20 years, he will be able to get money from the Zhicheng Group one after another. The net income should not exceed 600 million; "

"If the quotation we give him can ensure that he can earn more than 600 million at one time without any gambling clauses or waiting periods, then he has no Any reason will reject our acquisition. " " Divide 600 million by his shareholding ratio, which is 785. The total price we quoted to Zhicheng Group should be around

760 million;

Look at the specific chat with Fadil, and analyze his current psychological state and psychological expectations through communication. If it is safer, I personally suggest setting the psychological price at 800 million, but I will use 600 million as the quotation to talk to him. Try to win him within the price range of 700 million to 750 million!

charlie asked her, "Are you sure? " "

"Yes." Zara banks said confidently, "Entrepreneurs like Fadil have been engaged in physical businesses for decades. Although the scale of the industry is large, the money is still earned. This kind of person, there is no possibility of getting rich overnight in business, and he has no chance to cash out when he wants to go public, so he can't feel the feeling of getting rich overnight, so his enthusiasm will be relatively consumed. He probably doesn't know how much he hopes to have someone I can take away his plate at one time, so that he can withdraw and retire smoothly with that huge sum of money, and he is an absolute controlling shareholder, so whether he

succeeds or not depends only on him, and I believe there should be no problem.”

charlie was very satisfied, and said to her, “I’m in Poole now, how long do you think it will take you to solve this matter? If it’s quick, I’ll wait for you for two days, if it’s slow, I’ll go to other places to do other things first , I’ll come back after you get it done.”

Zara banks looked at the time and said, “It’s almost sunset here, but since you’re in Poole, there should be more than an hour before sunset. If all goes well, it’s on your side Before sunset, I should get him to nod, as long as he nods, I can immediately pay him a deposit of 100 million, and then send a team of lawyers to go through the transfer procedures with him overnight!” “One hour?” charlie smiled when he heard this

answer He said, “Okay, then I’ll wait for your news here. As long as he nods and you pay the deposit, tell him that you must first send two consultants to his base in Zhicheng Mountain for inspection, and ask him to notify the person in charge of the base to prepare to receive him.” !”