

## Mergers & Acquisitions (M&A) Transaction Services

### Your challenge – What are typical situations in which you may require our assistance?

- In any jurisdiction, industry or segment, Mergers and Acquisitions present formidable challenges and great opportunities.
- If you are looking to acquire a company / business, we can assist you to identify, evaluate and assess potential target companies within a chosen industry and in accordance with your criteria and requirements.
- If you are looking to sell your company / business, we aim to maximise your return by identifying and resolving any issues before the business is marketed and by presenting a uniform set of information to a range of possible investors.

### Your guide through M&A Transactions



### What are the benefits of our approach?

- Our experience of advising on multiple deals across a breadth of business sectors has shown to us that while every acquisition or disposal process is unique, every transaction faces a common set of challenges that we can support you with.
- We can call upon a depth and breadth of expertise, acquired through advising on multiple deals, providing just the right level of assistance at any point to complement the skills and resources already existing within your organisation.
- We offer flexible and intelligent support, enabling you to remain focused on your strategy and extracting maximum value through an efficient acquisition or disposal process, whilst managing business activities as usual.
- Our targeted approach allows us to customise our services to help you with your efforts to improve returns and enhance stakeholder value over the long-term. We combine our deep experience in transaction execution with extensive industry knowledge, and help you to shape the most appropriate, effective approach for your transaction.

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### Aiming to provide our clients with highly tailored services from an experienced and dedicated team

### Our solutions - What can we offer?

Our aim is to support our clients by providing highly tailored services on all phases of M&A Transactions, from the initial planning stage until the finalisation of the deal, as well as the successful structuring of the new business.

We provide both buy-side and sell-side transaction support services as follows:

#### Buy-Side Services

Our approach focuses on the business processes and issues that are critical for a successful transaction, in order to deliver value and ensure success.

Our services for Buy-Side Services include:

- Target screening and approach;
- Financial modeling and business valuation;
- Financial and tax due diligence;
- Financial restructuring;
- Negotiation support;
- Review of Sale Purchase Agreements (SPA);
- Post merger integration services.

#### Sell-Side Services

Our aim is to assist you in preparing for and executing, a transaction that achieves your goal for deal value, profitability and organisational realignment.

Our Sell-Side services include:

- Vendor financial due diligence;
- Vendor tax and legal due diligence;
- Preparation of Information Memorandum;
- Deal marketing;
- Deal structure development;
- Financial transaction structuring;
- Negotiation support;
- Transaction closing and post-closing support.

# Contacts

## For more information you may contact:

### Nicos S. Kyriakides

Financial Advisory Services Leader  
Partner in Charge of Limassol Office  
E-mail: [nkyriakides@deloitte.com](mailto:nkyriakides@deloitte.com)

### George Martides

Partner, Financial Advisory Services  
Email: [gmartides@deloitte.com](mailto:gmartides@deloitte.com)

### Nicholas Ayiomamitis

Director, Financial Advisory Services  
E-mail: [nayiomamitis@deloitte.com](mailto:nayiomamitis@deloitte.com)

## Members of the Board of Directors

Christis M. Christoforou (*Chief Executive Officer*), Eleftherios N. Philippou, Nicos S. Kyriakides, Nicos D. Papakiriakou, Athos Chrysanthou, Costas Georghadjis, Antonis Taliotis, Panos Papadopoulos, Pieris M. Markou, Nicos Charalambous, Nicos Spanoudis, Maria Paschalis, Alexis Agathocleous, Alkis Christodoulides, Christakis Ioannou, Yiannos Ioannou, Panicos Papamichael, Christos Papamarkides, George Martides, Kerry Whyte, Andreas Georgiou, Christos Neocleous, Demetris Papapericleous, Andreas Andreou, Alecos Papalexandrou, George Pantelides, Panayiota Vayianou, Agis Agathocleous, Michael Christoforou (*Chairman Emeritus*).

## Deloitte Offices in Cyprus

### Nicosia

24 Spyrou Kyprianou Avenue  
CY-1075 Nicosia, Cyprus  
P.O. Box 21675  
CY-1512 Nicosia, Cyprus

Tel: + 357 22 360300  
Fax: + 357 22 360400  
E-mail: [infonicosia@deloitte.com](mailto:infonicosia@deloitte.com)

### Limassol

Maximos Plaza, Tower 1, 3rd floor  
213 Arch. Makariou III Avenue  
CY-3030 Limassol, Cyprus  
P.O. Box 58466  
CY-3734 Limassol, Cyprus

Tel: + 357 25 868686  
Fax: + 357 25 868600  
E-mail: [infolimassol@deloitte.com](mailto:infolimassol@deloitte.com)

### Larnaca

Patroclus Tower, 4th floor  
41-43 Spyrou Kyprianou Avenue  
CY-6051 Larnaca, Cyprus  
P.O. Box 40772  
CY-6307 Larnaca, Cyprus

Tel: + 357 24 819494  
Fax: + 357 24 661222  
E-mail: [infolarnaca@deloitte.com](mailto:infolarnaca@deloitte.com)

For further information, visit our website at [www.deloitte.com/cy](http://www.deloitte.com/cy)



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