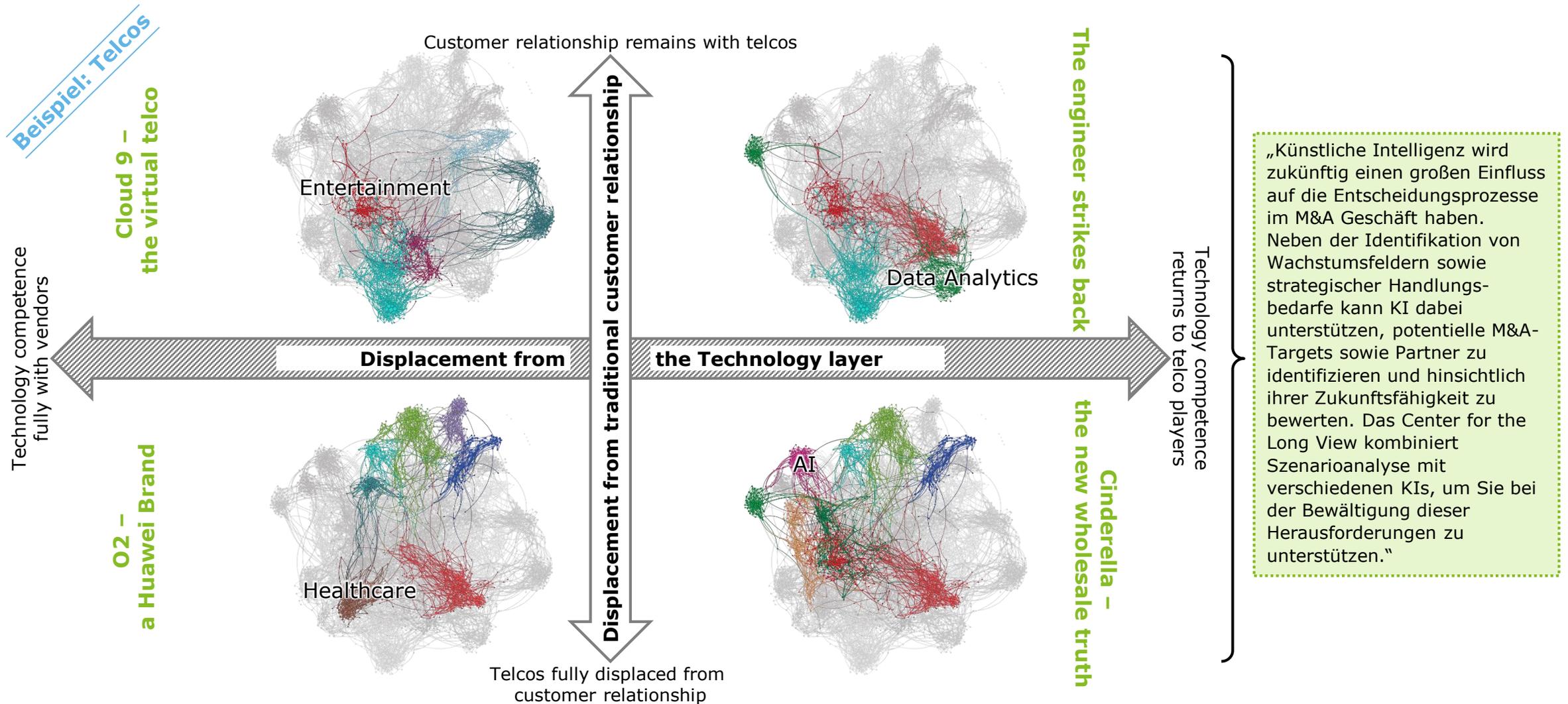


Financial Advisory Analytics
Making Deals Successful
The Impact of Analytics in M&A and Value Creation

February 2019

Making Deals Successful - The Impact of Analytics in M&A and Value Creation

Thema 1: AI-Enabled Scenarios for M&A Business – Center for the Long View



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Thema 2: iDeal M&A Analytics in Carve-outs

„iDeal M&A Analytics setzt technologisch neue Maßstäbe in Carve Out-Projekten. Sie erhalten mehr Insights zu den relevanten Fragen – durch bessere Berücksichtigung der existierenden Komplexitäten. Unser datenbankbasiertes Tool liefert dabei den Zuschnitt des Carve Out-Objekts „auf Knopfdruck“ – Optimierungen des Zuschnitts werden szenarienbasiert unterstützt. Sowohl umfangreiche als auch unstrukturierte Datensätze aus unterschiedlichen Quellen werden in Echtzeit analysiert und interaktiv visualisiert. Carve Out-Perimeter können so noch bis kurz vor Signing einfach und schnell angepasst werden. iDeal M&A Analytics in Carve Outs eröffnet neue Möglichkeiten – auf Käufer- und Verkäuferseite. Wann machen Sie den Upgrade in Ihren Carve Out-Projekten?“

Data Cube

- Establish a central database containing multi-dimensional financial information for all relevant business structures

Full flexibility on valuations & sensitivities

- Design and evaluate different deal perimeter (scenarios)
- Allow instant sensitivities

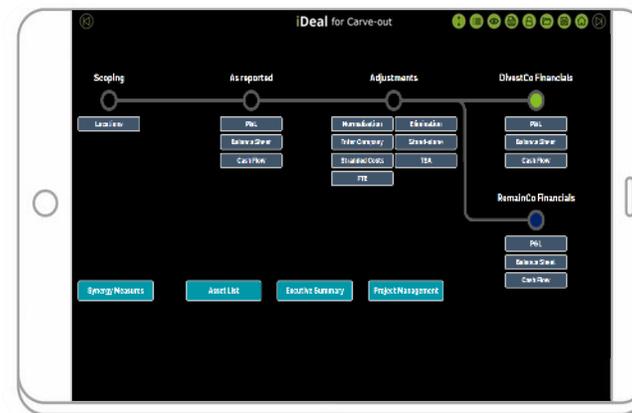
Collaboration

- All workstreams use the same financial data set
- Information tailored to workstream requirements

Tracking of carve-out measures & costs

- Keep track of most recent financial development by providing information on accrued project costs & measures

iDeal



 Youtube product video

- Full transparency on preparation process
- Documentation for internal/external review & audit purposes

Transparency & documentation

- Prepare meaningful overviews and analyses to fulfill reporting requirements on Day-1

Harmonized reporting

- Prepare combined/ carve-out financials for SpinCo
- Consider financial rationale (revealing hidden reserves)

Combined Financials

- Support your M&A sales track
- Support your equity story
- Reliable financials for prospectus

M&A track & prospectus

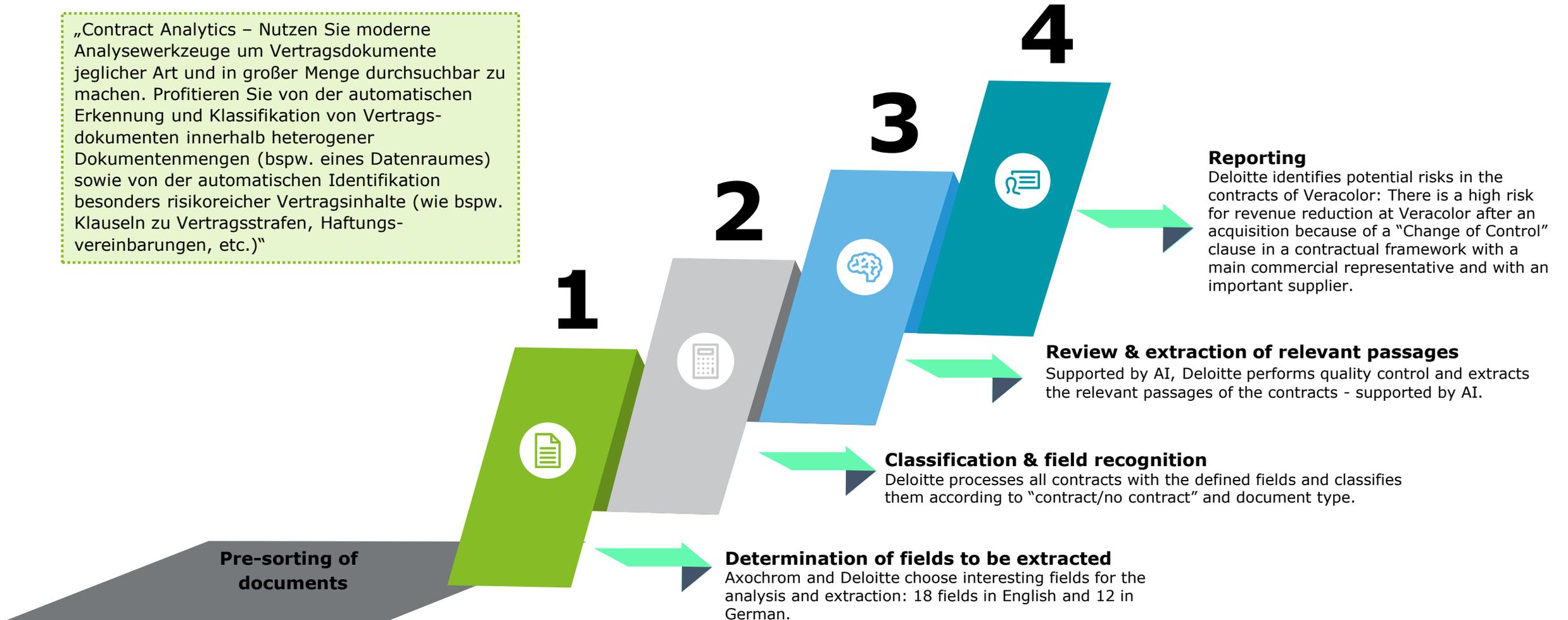
Separation Management Office

- Interface ("nerve center") between modules, countries, and workstreams
- Manage and balance the elements people, assets, processes, systems and contracts

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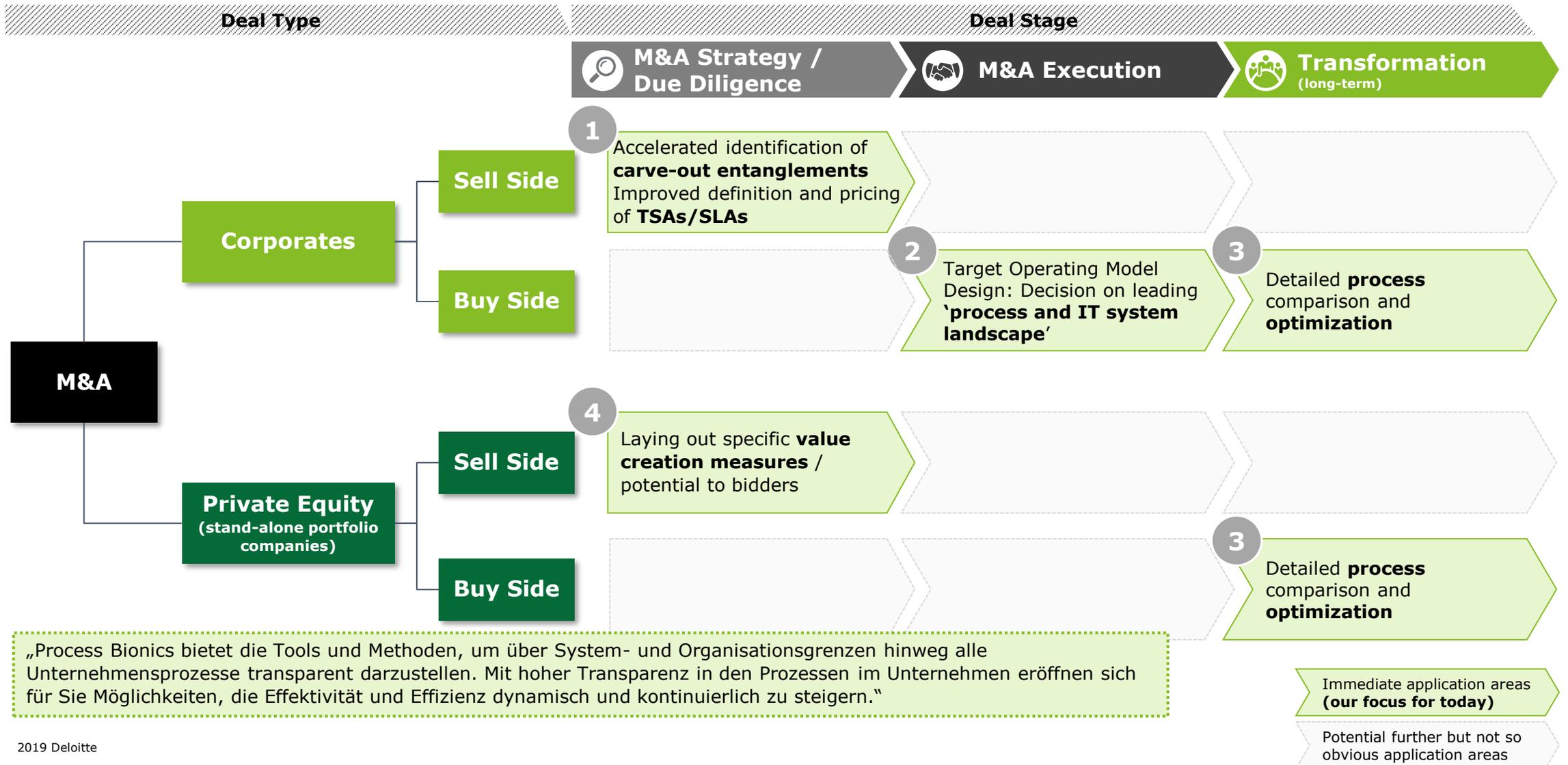
Thema 3: Smart Contract Analytics

„Contract Analytics – Nutzen Sie moderne Analysewerkzeuge um Vertragsdokumente jeglicher Art und in großer Menge durchsuchbar zu machen. Profitieren Sie von der automatischen Erkennung und Klassifikation von Vertragsdokumenten innerhalb heterogener Dokumentenmengen (bspw. eines Datenraumes) sowie von der automatischen Identifikation besonders risikoreicher Vertragsinhalte (wie bspw. Klauseln zu Vertragsstrafen, Haftungsvereinbarungen, etc.)“



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Thema 4: Process Bionics – Tangible Financial Insights





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