

## Mergers and Acquisitions Services

Deloitte advises businesses throughout every stage of a transaction, from negotiation through to execution. We provide advice on suitable structures as well as drafting and negotiating of relevant agreements and ancillary documents. Our wide range of M&A-related services include:

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### Post-transaction integration

Once a deal closes, it is essential to effectively integrate the businesses and structures of the entities in order to realize the intended benefits of the transaction. Deloitte helps companies rationalize and simplify corporate structures and internal proceedings for the integrated group. We support clients with intra-group mergers, carve-outs legal entity simplification or rationalization, squeeze-out procedures, alignment of internal rules and regulations for the group resulting from the transaction.

### Support for Transactions, Joint Ventures, and Shareholders Agreements

Expansions, alliances, and divestitures can result in legal, tax, regulatory, and other issues. Deloitte advises businesses throughout all phases of a transaction. We provide advice on suitable structures as well as drafting and negotiating of relevant agreements and ancillary documents in both private and public transactions.

Deloitte also assists companies with negotiation and execution of shareholder agreements relating to the regulation and structure of governing and managing bodies, resolutions subject to qualified majority, control restrictions on the transfer of shares and dividend policies. We assist in transactions through completion, with anti-trust filings, obtaining other relevant regulatory approvals and local implementation.

### Legal purchaser and vendor due diligence.

Deloitte assists businesses with legal purchase and vendor due diligence including review of any required aspects of the target company, identifying contingencies and risks that may arise as a result of the sale or purchase of an entity, highlighting legal considerations, and drafting of the relevant diligence reports. Deloitte also helps companies with the tactical aspects of the transaction such as the negotiation strategies and drafting and execution of the required documents.



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Major business transactions can benefit greatly from integrating legal with other professional advisory services. Deloitte can support clients through the entire lifecycle of a transaction, especially during the following critical phases:



|                   | Sourcing | Screening | NDA | First Review | LOI / NBO | Due diligence | Specific due diligence | Valuation | Economic structuring | Tax structuring | Binding documentation completion & closing | Post M&A integration | Compliance |
|-------------------|----------|-----------|-----|--------------|-----------|---------------|------------------------|-----------|----------------------|-----------------|--|----------------------|------------|
| CORPORATE FINANCE | ○        | ○         | ○   | ○            | ○         | ○             | ○                      | ○         | ○                    | ○               | ○  | ○                    | ○          |
| TAX               |          |           |     |              |           | ○             | ○                      |           | ○                    | ○               | ○  | ○                    | ○          |
| LEGAL             |          |           | ○   |              | ○         | ○             | ○                      |           |                      | ○               | ○  | ○                    | ○          |
| AUDIT & ASSURANCE |          |           |     |              |           | ○             | ○                      | ○         |                      |                 | ○  | ○                    | ○          |



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