

Mergers & Acquisitions (M&A)



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

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

Our solutions

What we can 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 advisory services.

Sell-side advisory services

Whether you plan to sell all or part of your business, we can bring significant industry knowledge and local market experience from around the globe to your transaction. Clients turn to us for our experience in assisting companies to execute transactions, from initial planning and marketing, through due diligence, closing, and post-closing.

We help anticipate and address issues that arise, and provides clients with M&A advice that helps them pursue change through strategic transactions. When needed, we coordinate with other Deloitte consulting, integration, and tax professionals to provide transaction support and post-transaction services.

Our Sell-Side services include:

- Analyzing shareholder alternatives
- Range of value analysis
- Identifying qualified strategic and financial buyers globally
- Developing marketing materials
- Conducting competitive marketing processes
- Coordinating management presentations with client selected acquirers
- Assisting with transaction structuring, negotiations and closing

Buy-side advisory services

We serve in lead financial advisory roles and supports transactions with a range of advisory and specialized buy-side transaction services that help clients create and act upon opportunities for growth.

We assist clients across the buy-side lifecycle and coordinates with Deloitte's broader M&A practice to provide technical due diligence and contract review before a deal closes and post-transaction integration services that help clients realize the benefits of their strategic transaction.

Our Buy-Side services include:

- Assisting management with establishing acquisition goals and criteria
- Performing target evaluation and financial modelling
- Conducting range of value analyses and competitive assessments
- Assisting with bid preparations
- Evaluating and arranging financing alternatives
- Assisting with negotiation, structuring and closing of the transaction with the seller and financing source

Our contacts



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