

Mergers & Acquisitions

A smart way to grow

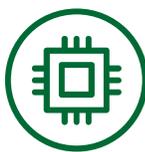
Bringing organisations together through mergers and acquisitions, or disengaging them through separations and divestitures, rate among the most complex business activities an organisation will undertake. The results from a successful transaction can be game-changing—while failure or underperformance can depress financial outcomes for years.

With stakes this high, nothing can be left to chance. Thankfully, today the guessing and the unknown risks can be taken out of the M&A equation with advanced, data-driven digital solutions and the latest in market insights. You can optimise every stage of the journey—planning, due diligence, negotiation, and post-deal integration—to help generate maximum value for the future of your business.

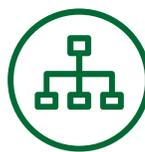
Have you set your ambitions?



Due diligence. Have you accurately predicted the value of your acquisition or investment? Do you have all the data, research, and insights you need to understand the full implications of the transaction?



Optimise technology. Is your organisation optimising existing IT activities and deploying new technology solutions that are essential to driving the full value from a transaction, restructure, or strategic cost transformation event?



Integrate your organisational capabilities. Does your organisation and the target business have the leadership, capabilities, and talent to achieve your objectives pre-and-post transaction? Will silos or reluctance to change hinder successful integration?



Consider external factors and risks. Are there potential risks in the economic, regulatory, and legislative environments that may threaten your vision for the transaction's success?

Key factors for a successful M&A transaction

In a recent Deloitte survey, corporate and private equity executives say these are drivers for M&A success:



23%

Effective integration



19%

Economic certainty



18%

Accurately valuing target



16%

Stable regulatory/legislative environment



14%

Proper target identification



11%

Sound due diligence process

Source: Deloitte M&A Trends 2019

Transforming the deal

Successful deal-making is no longer an art—it's a science, based on next-generation analytics and cognitive solutions which, together with insightful and forward looking industry knowledge and strategy, can ensure a M&A event drives results and long-term growth. Imagine how these tools could transform your next transaction:



Confidence to make the right decisions throughout the journey—before, during, and after the deal—armed with industry-leading insights and all relevant data and information, maximising the effectiveness of your strategy, diligence, and risk-management processes.



Seamless and effective management of all the core processes that contribute to a successful transaction—including project management, driving commercial opportunities, and optimising operations and supply chain functions, IT performance, and finance activities.



Sustainable cost reductions and efficiencies throughout the enterprise during times of restructuring and reorganisation, driven by powerful, data-driven insights.

Imagine, Deliver, Run

The Deloitte pathway to successful transformation



Imagine: The right focus

Set your ambition and chart a path to success by developing a roadmap to achieve those ambitions.



Deliver: The right concept

Make it tangible: Put the ambition in motion by moving forward and launching in the market.



Run: Getting to scale

Once the ambition is refined, scale it through flexible and integrated delivery teams.

"M&A transactions have evolved in meaningful ways [in the past five years]. M&A has increasingly become an integral way in which companies grow, expanding their franchise into new markets and with new customers, consolidating with rivals and adding new capabilities and opportunities."

- Deloitte M&A Trends 2019

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