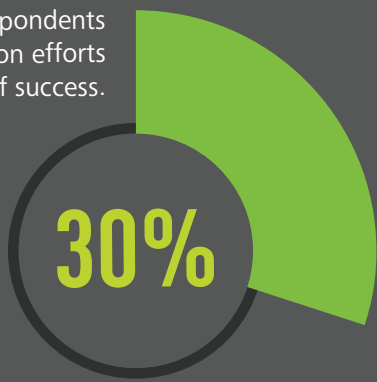


Almost 30% of respondents said their integration efforts fell short of success.



One in five (18%) reported a failure to achieve synergy targets.



Only 29% said they exceeded synergy targets.

Respondents cited three key areas they plan to focus on in their future deals.



Swifter, phased integration



Better communication



More rigorously selected integration team

PUTTING THE PIECES TOGETHER DELOITTE INTEGRATION REPORT 2015

In a new survey on post-merger integration, we asked more than 800 executives what drives deals that work, what foils ones that don't, and what companies can do to help increase their chances.

Executives identified the top three drivers:



Executive support



Involvement of management from both sides



Comprehensive plan



A smooth transition from the beginning of the merger correlated very highly with overall success. The most common reason cited for failure resulted from unexpected challenges before, during, or after the merger.

@DeloitteMnA

<http://www.deloitte.com/us/ma/integration15>