

Deloitte.



M&A Services
The future of the deal




Deep capabilities driving value during each phase of an M&A transaction

Every M&A deal is different and the path to value creation is unique. The ability to articulate objectives, weigh market opportunities, and evaluate how an acquisition or divestiture may offer the growth or capabilities your business needs is perhaps more important now than ever before. Our team has the depth of resources and breadth of capabilities to bring you the unique combination of skills your deal requires. By utilizing automation, analytics, and machine learning, we're able to lend smarter insights, increased confidence, and a better M&A experience to our clients.

How we can help you

Deloitte M&A Services can help you move forward with confidence through every step of the M&A lifecycle—from strategy and due diligence to integration or divestiture. Our M&A services team is comprised of experienced specialists in business intelligence, buy side, sell side, finance, human capital, risk management, valuation, industry, and many other areas of specialization. We deliver these services with a risk-intelligent, integrated approach, anywhere in the world you need us—and we are always working toward the outcomes you envision for your deal.

Scope and scale:

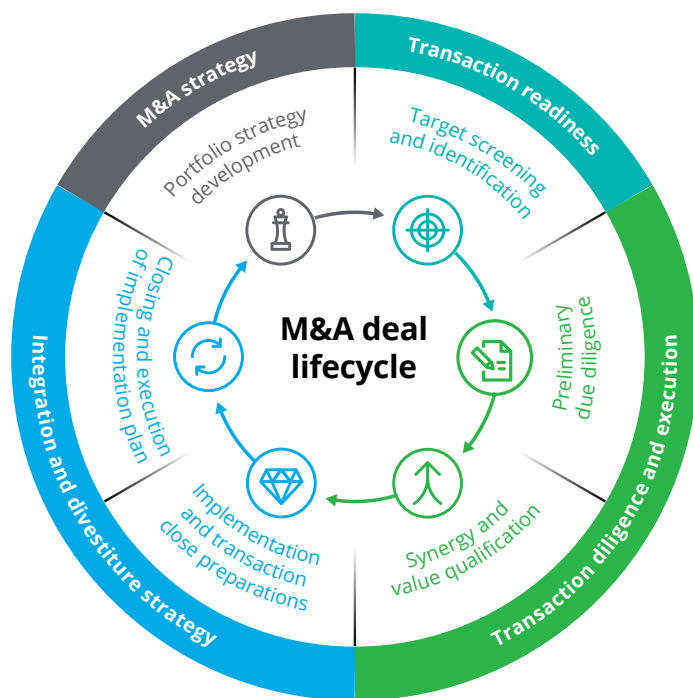
-  Over 16,000 global M&A specialists serving corporate and private equity clients
-  Offices in 150 countries and 230 cities
-  Globally in 2019, among deals \$10B or more in value, we worked on transactions totaling nearly \$700 billion, including all of the Top 5 largest transactions worldwide
-  Deep industry experience
-  Alliance relationships with more than 60 of the world's leading companies

Experience – our M&A Services practice has supported:

-  **15,000** transactions in the last 15 years
-  **76** of the US Fortune 100 companies
-  **55%** of US deals over \$3B in value in the last year
-  **7 of the 10** largest M&A deals of all time
-  **9 of the 10** largest divestitures
-  **6 of the 10** largest spinoffs
-  **12 of the 20** largest private equity investment deals in history
-  All **10 of top 10** PEI firms globally as ranked by PEI 300
-  **19 of the top 20** PE firms globally as ranked by PEI 300

Delivering value at every phase of the M&A lifecycle

When you choose to work with us, you'll be working with an advisor that is well-prepared to provide a consistent level of quality across the transaction lifecycle. Here's a look at how we help corporate and private equity clients in each phase of the deal.



M&A strategy

Our advisors help define an M&A strategy that evaluates the changing landscape of your industry to identify opportunities and targets for growth, while aligning to your enterprise's corporate strategy. During the portfolio strategy development phase, we formalize the target pursuit process by identifying the characteristics of a model target, as well as the drivers and synergies that indicate whether each one has a place on the short list.

Transaction readiness

Before you can know whether a target fits your M&A strategy, you need to know whether your M&A strategy aligns with your company's long-term vision. Through target screening and identification, Deloitte assists leaders and stakeholders in finding, weighing, and comparing potential targets.

Transaction diligence and execution

From financial, tax, commercial and operational, HR/benefits, and IT due diligence, to structuring advice and financing options, our dedicated advisors bring experience and knowledge to help navigate through complex closing practices, bringing more certainty and less delays. The right approach and tools during preliminary due diligence can help support efficient and effective due diligence across financial, operational, and commercial dimensions and enable you to critically examine risks and value drivers underpinning a deal so you can focus on the big picture. During the synergy and value qualification phase, we assist in identifying a comprehensive list of cost and growth synergy opportunities, which are foundational to planning efforts and achievement of synergy goals post deal close.

Integration and divestiture strategy

Integrating or divesting involves an additional set of challenges—costs, timelines, and disruption to business as usual, to name a few. Our tools can help you take control of pre-deal planning with real-time progress dashboards that facilitate cross-functional collaboration during the implementation and transaction close preparation period. Closing a deal involves collection of interdependent decisions and steps. The execution of all those steps carries a deal across the threshold to close will have lasting implications for long-term synergies and performance goals. Our leading specialists assist with the closing and execution of an implementation plan for Day 1 through end-state planning and integration needs.

Power the future of the deal

In an uncertain environment, the ability to anticipate and adapt is essential, but it requires new levels of innovation—in data, in analytics, in the cloud, and in every phase of the deal and beyond. Utilizing technology, we help to minimize risk while accelerating speed-to-close, efficiency, and insights throughout the deal lifecycle. And during these times, expansion strategies, alliances, and divestitures can give rise to a wide range of opportunities. We help corporations and private equity investors accelerate their recovery and redefine the role of M&A through a combination of opportunistic, offensive, and defensive strategies, including capturing whitespace, identifying ways to raise capital or improve liquidity, and harnessing the power of their diverse networks.

We have recently made a **more than \$20 million technology investment** in our M&A practice with [iDeal](#), our advanced due diligence analytics platform.

Total M&A Solution™

The M&A lifecycle is a continuous process for organizations, whether you are merging, breaking apart, or simply looking at market options. As you face critical decisions, focusing on each area of the lifecycle and the tools and knowledge that support the key moments, you can straighten the path from long-term objectives to done deals.

Deloitte's [Total M&A Solution](#) brings the power of integrated technologies to these key moments throughout the M&A lifecycle. Our cognitive enablers and accelerators accelerate the transaction journey and light the path to new value.

Deloitte's Total M&A Solution was rated as the **best-in-class M&A enabling tools** by ALM Intelligence – signifying a highly effective and innovative approach to M&A consulting and service delivery.



Accolades

We consistently receive high marks in industry surveys and annual rankings, including the following accolades from ALM Intelligence (formerly Kennedy), The M&A Advisor, IDC, Mergermarket, and Gartner:

#1 Financial Advisor to Global M&A

(based on HY2020 deal volume, by Mergermarket)

Source: Mergermarket, an Acuris company, Global & Regional M&A Report HY2020

M&A Advisor Deal of the Year

2018: Deals over \$10B | 2019: Deals \$1B to \$10B by The M&A Advisor

Source: The M&A Advisor; 17th Annual M&A Awards / 18th Annual M&A Awards

Americas Transactions Advisory Services Firm of the Year by M&A Atlas Awards

Source: Global M&A Network, 10th Annual Americas M&A Atlas Awards

Global leader in Portfolio & Capital Strategy Consulting

by ALM Intelligence

Source: ALM Intelligence; The ALM Vanguard: Portfolio & Capital Strategy Consulting 2019; © 2019 ALM Media Properties, LLC. Reproduced under license

Global leader in Transactions – Acquisitions Consulting

Source: ALM Intelligence; Transactions – Acquisitions Consulting 2017;

ALM Intelligence estimates © 2017 ALM Media Properties, LLC. Reproduced under license

Ranked #1 Globally in Consulting

based on revenue by Gartner

Source: Gartner, Market Share Analysis: Consulting Services Worldwide, 2018, Dean Blackmore, Cathy Tornbohm, David Ackerman, Patrick Sullivan, Colleen Graham, Misako Sawai, Chrissy Healey, Neil Barton, 3 May 2019

Worldwide leader in Business Consulting Services

based on capability and strategy by IDC

Source: IDC MarketScape: Worldwide Business Consulting Services 2019 Vendor Assessment by Gard Little, April 2019, IDC #US44339119

Undisputed worldwide leader in industry Cloud Professional Services

based on capability and strategy by IDC

Source: IDC MarketScape: Worldwide Industry Cloud Professional Services 2019 Vendor Assessment by Zachary Rabel, July 2019, IDC #US44483719

Global leader in Workforce Management Consulting

based on breadth and depth of capabilities by ALM Intelligence

Source: ALM Intelligence; Workforce Management Consulting 2019; ALM Intelligence estimates © 2019 ALM Media Properties, LLC. Reproduced under license



Let's talk

Russell Thomson
National Managing Partner | M&A Services
rthomson@deloitte.com
+1 212 436 4671

Trevar Thomas
US Leader | M&A Consultative Services
trethomas@deloitte.com
+1 713 982 4761

David Hoffman
US Leader | M&A Tax Services
dhoffman@deloitte.com
+ 1 314 486 2283

Learn more

Visit our website: www.deloitte.com/us/ma

Follow us on Twitter: [@DeloitteMnA](https://twitter.com/DeloitteMnA)

Learn more about training opportunities:
deloitte.com/us/mainstitute

Subscribe to receive M&A thought leadership:
deloitte.com/us/masubscribe

Subscribe to our M&A Services Dbriefs series:
<https://www2.deloitte.com/us/en/events/strategic-mergers-acquisitions-dbriefs-webcasts/2020/strategic-mergers-and-acquisitions.html#>



Deloitte.

About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee (“DTTL”), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as “Deloitte Global”) does not provide services to clients. In the United States, Deloitte refers to one or more of the US member firms of DTTL, their related entities that operate using the “Deloitte” name in the United States, and their respective affiliates. Certain services may not be available to attest clients under the rules and regulations of public accounting. Please see www.deloitte.com/about to learn more about our global network of member firms.