Overview of the M&A Deal Process.

Identification & Preparation
- Market research.
- Finding/Screening potential companies to acquire (Targets).
- Facts and figures.
- Preliminary Target list.

Planning & Structuring
- Target meetings.
- Find out available Targets?
- Develop Short-list.
- Deal structure.

Strategic Evaluation
- Advantages and disadvantages of this investment.
- Competitive advantages?
- Synergies?
- Benefits?

Financial Evaluation
- Confidentiality agreement.
- Financial data.
- Financial analysis.
- Risk analysis.
- Valuation & Pricing.
- Letter of Intent.
- Pre-deal conditions (purchase price?).

Due Diligence
- Due diligence (legal, financial, tax, accounting, market, HR, environmental, engineering, etc.).
- Involve sector and industry experts.
- Risk allocation.
- Legal documents to prepare.

Negotiation, Bidding & Closing
- Revaluation after due diligence findings?
- Acquisition agreement.

Client’s to-do list (examples of buy-side considerations):
- Investment objectives and goals?
- Target criteria definition.
- Devote the time needed to be involved through the whole process!
- Wish to be anonymous?
- Own Target list?

- Required return?
- Expected investment cost?
- Approve/reject companies on the short-list.
- Accepted ownership/management control/structure?

- Is this what you are looking for?
- What value will you add to get from Targets?
- Good “gut feeling”?
- Select one or a few “Hot” Targets.
- “Go/No-go” decision.

- Own financial and risk profiles.
- Contribute with market knowledge, forecasts and specific industry data and projections.
- Review. Approve/reject.
- Initial investment decision and price.

- Want to use own industry experts and other professionals?
- Implementation plan.
- Plan & appoint management resources.
- Financing plan.

- Ready to make the final offer?
- Approve a price range and the “walk-away”-price.
- Financing agreements.
- “The Morning After”- plan.

This is a simplified overview. We view M&A as a coordinated process rather than as a series of separate, sequential steps.