



MERGERS & ACQUISITIONS

Finding the right partners



ACQUISITION STRATEGY

- Clarify acquisition goals and strategy
- SWOT



CANDIDATE SHORT LIST

- Candidate Survey
- Create acquisition candidate short list



EVALUATION & NEGOTIATION

- Stress test of acquisition candidates (strategic fit, basic commercial)
- Letter of Intent
- Negotiations



DUE DILIGENCE

Financial, commercial and legal evaluation of the acquisition candidate



TRANSACTION & DEAL CLOSURE



POST MERGER INTEGRATION (PMI)

- Synergy Teams (Finance, HR, IT, Sales & Marketing, Production, R&D etc.)