

M&A-Support

Mergers and acquisitions (M&A) is an extensive and sometimes complex process that involves many different steps and activities. With our broad experience from numerous M&A activities, we can offer you comprehensive support:

1. support in strategy development:

- Understanding the objectives and strategy of the buyer or seller.
- Analysis of the market and the competitive situation through broad industry knowledge
- Establishing the long-term vision for the M&A transaction.

2. identification of targets:

- Research potential target companies that fit the strategic direction.
- Support in checking „readyness“ for the M&A process.

3. due diligence:

- Identification of risks and opportunities.

4. negotiations and contract conclusion:

- Support in negotiating the purchase price and transaction structure.

5. integration planning:

- Development of an integration plan for the target company.
- Identification of synergy effects and measures to realise these effects.
- Planning of organisational integration and cultural harmonisation.

6. communication and stakeholder management:

- Communicate with internal and external stakeholders, including employees, customers, suppliers and investors.
- Supporting and developing a communication strategy for the M&A transaction.
- Support in addressing stakeholder concerns and issues.

7. post-merger integration:

- Supporting the implementation of the integration plan.
- Monitoring of integration progress and synergies achieved.
- Adjustment of the integration strategy if needed.

8. performance measurement:

- Support in establishing key performance indicators to evaluate the success of the M&A transaction.
- Regular review of the performance of the integrated company.
- Adjustment of the strategy based on the results.

This concept serves as a general basis and overview for our M&A support. Depending on the specific case, further steps and activities may be required. It is important that the entire M&A team has extensive expertise in the areas of finance, law, strategy, and corporate governance in order to ensure the successful implementation and completion of the transaction.