



## M&A Transactions Support

BankT&D Consulting helps you evaluate and implement mergers, acquisitions and divestitures to ensure that they meet your growth strategy.

We focus on the entire life cycle of the transaction from the initial strategy through execution and post-merger integration ensuring that each stage of the transaction is successful and maximises the value of the deal.

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## Mergers and Acquisitions

A merger or acquisition can add significant value to a business, but making sure that each stage of the transaction process (from valuation to negotiation, completion and integration) is successful demands considerable experience and knowledge.

BankT&D Consulting can assist you with all aspects of this process including:

- Formalising your M&A strategy with clear objectives, scanning the target market, identifying potential targets and analysing their strengths and weaknesses
- Preparing the deal financial statements, financial projections, valuation models, identifying synergies, potential opportunities and risks
- Structuring the deal, overseeing compliance with all legal and regulatory requirements
- Coordinating and managing the due diligence process and providing subject matter expertise
- Negotiating the best deal terms
- Managing and coordinating internal and external communications and regulatory filings
- Planning for the deal completion.

## Divestitures

A divestiture needs to be executed rapidly in order to minimise the disruption to the business and maximise its value. This requires considerable detailed pre-planning and work before taking it to the market.

BankT&D Consulting can assist you with all aspects of this process including:

- Pre-planning and demarcation (carve out) of the business being divested, deal financial statements, financial projections and valuation models
- Preparation of the sale marketing documents (information memorandum) and marketing the deal to potential buyers
- Structuring the deal overseeing compliance with all legal and regulatory requirements
- Preparation of the data room, coordinating the due diligence process and analysing the bids
- Negotiating the best deal terms
- Managing and coordinating internal and external communications and regulatory filings
- Planning for the deal completion



## Post-Merger Integration

At an early stage of the merger or acquisition process, key decisions need to be made regarding integrating the two organisations to realize the benefits and value that the transaction was designed to deliver. Plans with detailed action steps along with responsibilities and target dates for integration of each unit of the two organisations have to be prepared. These plans become a valuable framework for planning before the transaction completion and for monitoring progress during the implementation phase. Being able to recognise and celebrate short term successes will be critical to the medium and long term results of the transaction.

BankT&D Consulting can assist you with all aspects of this process including selection of:

- Key management team members
- Staff for key positions at all levels in the organisation
- Branch network development
- IT systems and telecommunication network
- Policies, procedures and controls for the organisation.

Our assistance can range from active involvement and supervision of the integration plan to periodic oversight.

Merger and acquisition life cycle:

Building Blocks	M&A Strategy Phase I	Target Screening Phase II	Transaction Mechanics Phase III	Merger Integration Phase IV
Methodology	<ul style="list-style-type: none"> <li>• Define role of M&amp;A as part of business strategy</li> <li>• Define/clarify M&amp;A objectives &amp; criteria</li> <li>• Agree team structure &amp; responsibilities</li> <li>• Plan for target screening</li> </ul>	<ul style="list-style-type: none"> <li>• Target screening</li> <li>• Initial target valuation and evaluation</li> <li>• Regulatory, accounting and tax issues</li> <li>• Finalise:</li> <li>• Internal and external communication</li> <li>• Team structure</li> <li>• Workplan</li> <li>• Retention plans</li> </ul>	<ul style="list-style-type: none"> <li>• Coordinate due diligence</li> <li>• Validate valuation and projections</li> <li>• Manage external and internal teams</li> <li>• Manage external and internal communication</li> <li>• Assist negotiations</li> <li>• Completion and day one issues</li> <li>• Integration issues and planning</li> </ul>	<ul style="list-style-type: none"> <li>• Establish project management structure, definition and plan</li> <li>• Ensure leadership, team, and individual commitment</li> <li>• Conduct as-is situation analysis</li> <li>• Develop and implement integration plan</li> <li>• Develop training strategies and implementation</li> <li>• Ensure internal and external communication</li> </ul>
Output	<ul style="list-style-type: none"> <li>• Strategic role of M&amp;A</li> <li>• Screening criteria</li> <li>• Team structure and responsibilities</li> </ul>	<ul style="list-style-type: none"> <li>• Target identification</li> <li>• Valuation/projections</li> <li>• Updated acquisition plan</li> </ul>	<ul style="list-style-type: none"> <li>• Acquisition</li> <li>• Integration Issues</li> <li>• Transitional services</li> </ul>	<ul style="list-style-type: none"> <li>• Integration plan</li> <li>• Integration implementation</li> </ul>

*To learn more about how BankT&D Consulting can help your business with mergers, acquisitions and divestitures, please contact Aslam Aziz at [aslam.aziz@banktandd.com](mailto:aslam.aziz@banktandd.com)*