



# international experience put to work for you



## CORPORATE DEVELOPMENT AND PRIVATE EQUITY SOLUTIONS

- Sourcing of Acquisition or merger candidates
- Due diligence, including collection and assessment of commercial and cultural measures
- Negotiation support
- Synergy estimation and integration planning
- Integration execution and oversight in the first 100 days



## WE SHARE LESSONS LEARNED SO THAT YOU CAN AVOID SOME OF THE PITFALLS

With international business experience spanning over 40 countries, we are uniquely positioned to help you navigate the intricacies of transactions across borders.

We can put a team on the ground to assist you with sourcing acquisition candidates, undertaking due diligence, negotiations and integration planning and execution.

The complexity of executing a merger or acquisition goes up exponentially when the transaction straddles international borders. Our collective experience of doing business in more than 40 countries and across multiple industries means that you can expand your business more rapidly in the world's leading growth markets without exposing your shareholders to undue risk.

## STRATEGIC SALES AND CORPORATE DIVESTITURES

A global search for the most strategic buyer of your business is a great way to start the process towards a value creating exit for shareholders. We will meet your objectives by:

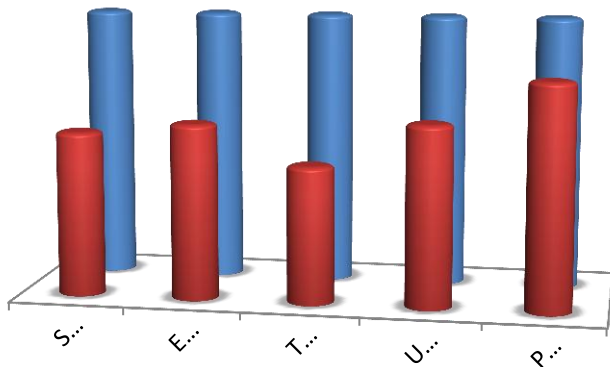
- Acting in your best interests
- Offering sound representation
- Anticipating some of the typical hurdles and identifying strategies to overcome these
- Remaining objective and outcomes-focused

There is no substitute for having sat on the other side of the deal fence and this makes us uniquely able to negotiate collaboratively with corporate development professionals, private equity general partners, boards and private business owners to achieve the best possible outcomes for all parties.

# best practices for your business

## SETUP4Success®

MergeCo's proprietary benchmark looks at twenty five value driving best practices across your end to end M&A process and allows you to leverage practices employed by the best in the business.



## MERGE CO M&A BENCHMARKING AND DIAGNOSTICS

By leveraging strengths and identifying weaknesses, you can eliminate significant execution risks and prevent value destruction.

Our unique diagnostic and best practice framework will put your M&A team on a solid footing and equip you with the tools you need for development of:

- Detailed strategic search briefs
- Vetted financial models with appropriate sensitivities
- Terms negotiation frameworks that get the board and executive team onto one page
- Stress-tested synergies and improvement plans
- Transitional organizational structures and a workable plan to deliver the important changes.



## PROFESSIONAL PROJECT AND CHANGE MANAGEMENT

People and technology remain the two most complex aspects of putting two organisations together. We provide project and change management professionals with experience in mergers and acquisitions to ensure that the important issues are anticipated and addressed.

## CORPORATE FINANCE

Deals do not complete without funding and we will work with you to determine the appropriate capital structure for the transaction. Our understanding of public and private capital markets can ensure that you secure capital at the lowest possible cost.

## TRANSITIONAL REPORTING

Benefits measurement and tracking is key to M&A success, but so is the ability to keep a finger on the 'business as usual' pulse. We will help you create interim reporting solutions that preserve value whilst some of the longer term integration measures run their course.

# *international* corporate advisors

We provide specialized support to clients with strategic ambitions for cross-border mergers and acquisitions. As a client, you will benefit from the experience of partners who have executed projects and transactions in the following countries:

Argentina	Finland	UAE	Switzerland
Australia	France	Portugal	Thailand
Austria	Germany	Qatar	The Netherlands
Bahrain	Greece	Russia	Turkey
Belgium	India	Singapore	United Kingdom
Brazil	Indonesia	Slovenia	USA
Chile	Israel	South Africa	Vietnam
China	Italy	South Korea	
Cypress	Japan	Spain	
Denmark	Malaysia	Sudan	
Egypt	New Zealand	Sweden	

We have transactional and/or deep industry experience in the following arenas:

Information Technology	Tele- Communications	Transport & Logistics	Engineering Services
Medical & Life Insurance	Financial Services & Banking	Government & Defence	Equity & Derivatives Trading
Life Sciences	Manufacturing	Health Care & Biotechnology	Public Relations & Marketing



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