

Mergers & Acquisitions process

Milestones and Key steps

Milestones



Key Steps

- | | | |
|--|--|---|
| <ul style="list-style-type: none">• Strategy Concept• M&A strategy• Market screening & target identification (long & short list)• Company profiles, strategic and cultural fit, initial valuation• Project team and advisors• Game plan• Internal project approval | <ul style="list-style-type: none">• Approach target• Sign NDA• Negotiations• MoU or Letter of Intent• Due Diligence• Business plan & final valuation synergies) (incl.• SPA Negotiations• Deal structuring (incl. tax)• Internal board approval• Define integration plan• Deal Signing & Closing | <ul style="list-style-type: none">• Internal & external communication• Day1 Kick-off• Integration implementation and management• Maintain focus - track and realize synergies• One year after closing: Review and report to board• Portfolio Management• Lessons learned (improve the internal process) |
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