

M&A ~ Matrimony & Accord



THE COURTSHIP

A GOOD FIT?

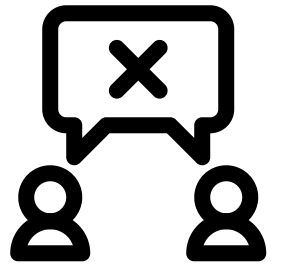
CULTURE

Can you even converse in the same "language?"
Are your goals aligned?



BUSINESS MODEL

Will your business model be easy to adopt?
Has it got challenges?



DEAL

What and how does an acquirer think?
What and how does a seller think?



SHOULD WE GET ENGAGED?



01

PORTFOLIO

The assets!

02

MANAGEMENT

Haven't argued ever

03

OPERATIONS

Who does the cooking and ironing

04

COST CENTRES

Who controls the credit cards

05

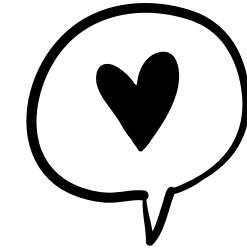
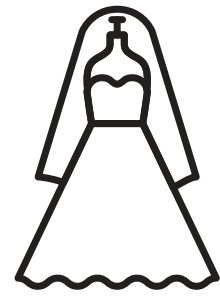
STAFF

What about children?

06

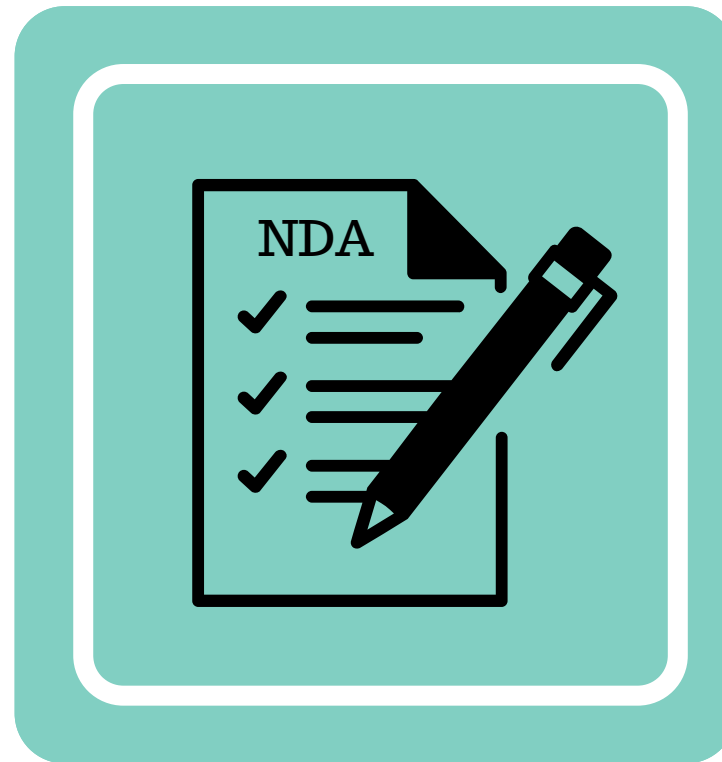
PERFORMANCE

Are you lazy?



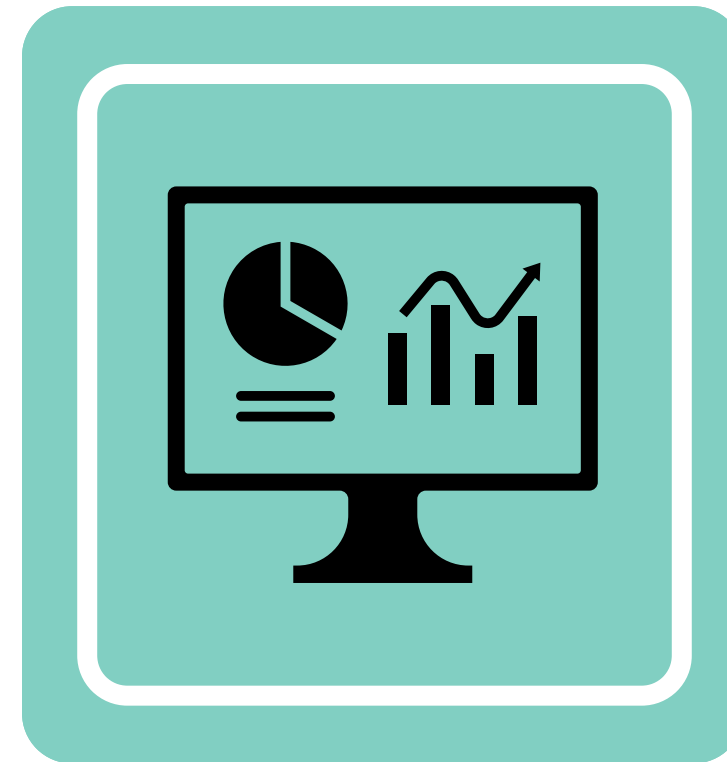
MARRIAGE CEREMONY

THE PREPARATION :)



GATHER FACTS

Lots of details relating to Bookings, 3-5 years of P/L etc



ANALYSIS

Put it all in the acquisition machine + market conditions



LOI

Get some theoretical numbers and dates on the deal and start the ball rolling.



DD

Look under the hood and start digging in every corner of the business.

IT WAS A MATCH MADE IN HEAVEN

NOT QUITE AT THE ALTAR

THE CLOCK IS TICKING

BEST MANS SPEECH IS PREPARED

THE HOLIDAY IS BOOKED

THE FUTURE INLAWS ARE STILL NOT SURE

BUT



FOR ALL SCALE ATTENDEES

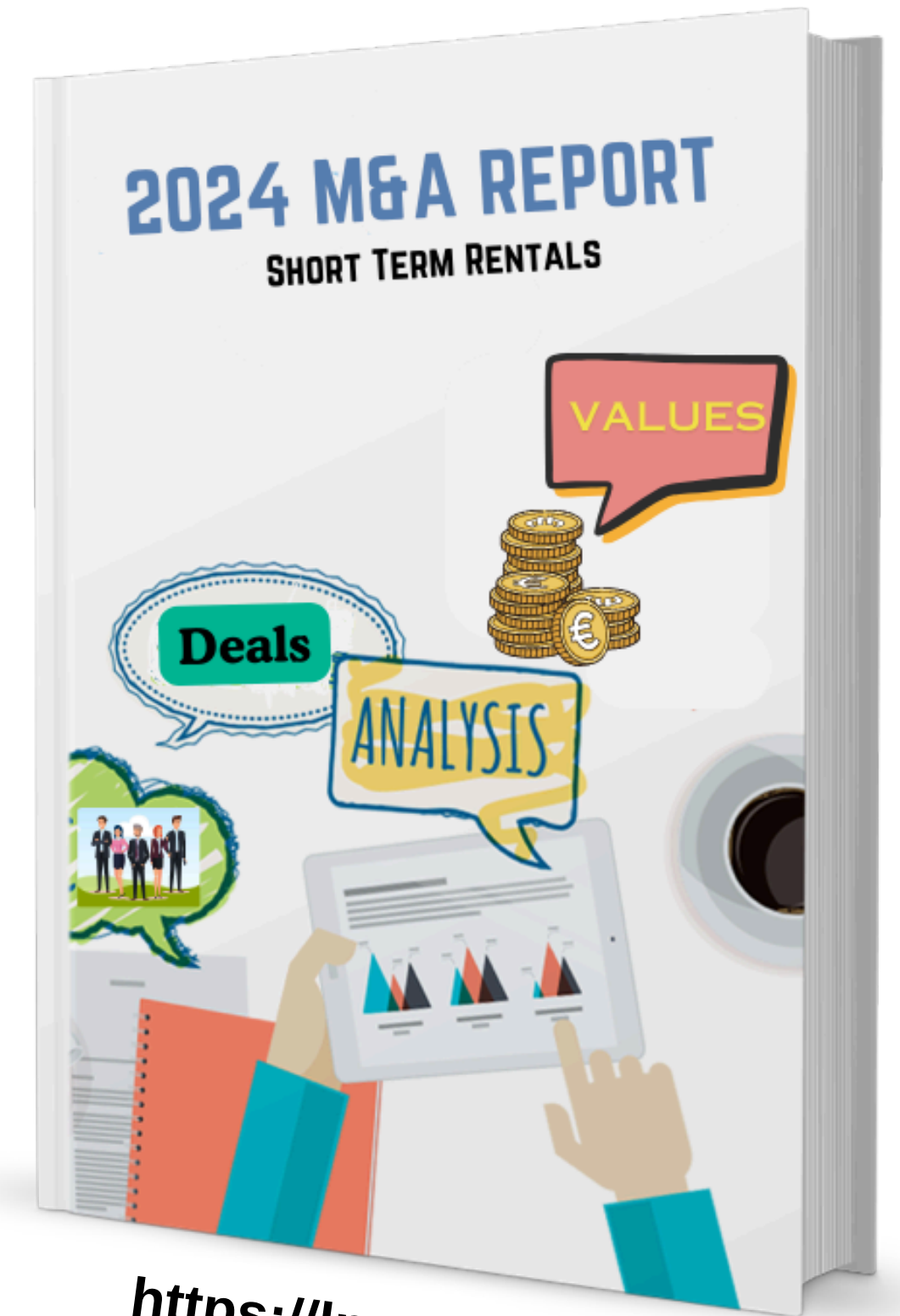
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page 05

