

Financial Modelling

- Develop and evaluate financial models
- Prepare detailed business case
- Advise on strategic decision making

Strategy Development

- Define strategic objectives
- Evaluate portfolio of businesses
- Identify strategic options

Vendor Assist

- Review / challenge of financial data
- Preparation of a data book
- Preparation of a data room
- Identify separation issues
- Analysis of upside

Financial Due Diligence

- Highlight key business drivers
- Identify upsides & downsides
- Analyse working capital
- Identify price negotiation options
- Identify SPA impact

Commercial Due Diligence

- Determine size of the market
- Identify drivers of growth
- Assess customer needs
- Analyse competitive position
- Determine impact on projections
- Identify risks and upsides

Sale Advisory

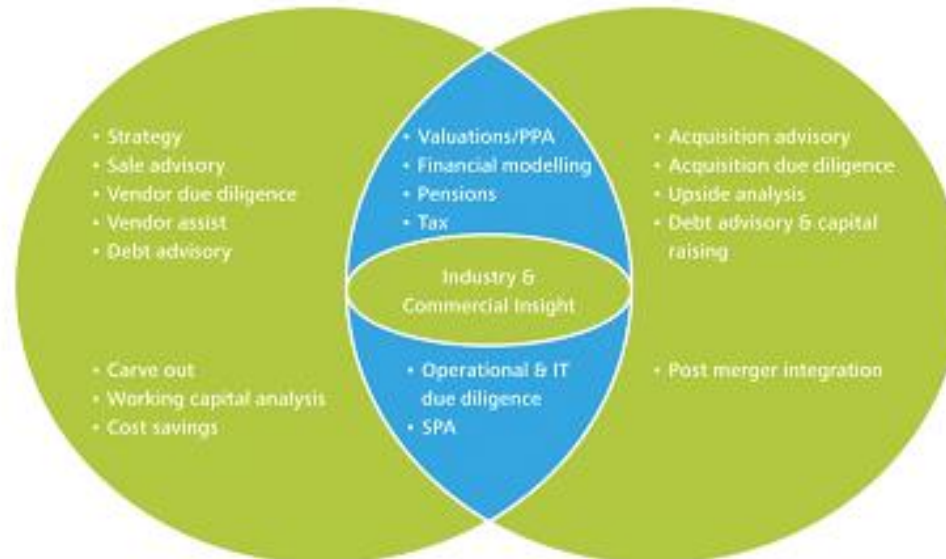
- Manage sale process & deal issues
- Prepare sale documentation
- Identify buyers
- Negotiate best deal

Sell Side services

Buy Side services

Acquisition Advisory

- Identify acquisition targets
- Manage acquisition process
- Assess potential synergies & value
- Advise on bid strategy
- Negotiate best deal



Capital Raising

- Manage capital raising process & deal issues
- Prepare investment documentation
- Identify funders
- Negotiate best deal

Debt Advisory

- Determining financing alternatives
- Arrange acquisition financing
- Assist in re-financing
- Arrange stapled financing
- Assist in restructuring

Tax Structuring

- Advise on tax efficient structuring / modelling
- Maximise use of tax attributes
- Reduce cost of transaction
- Provide SPA impact

Valuations

- Prepare strategic and financial valuations
- Appraise sensitivities and risks
- Perform Purchase Price Allocations (PPA)

Integration & Separation

- Develop integration / separation blueprint
- Set up programme management office
- Prepare for Day One and first 100 Days

Operational Due Diligence

- Review benefit / synergy case
- Review profit improvement / cost reduction plan
- Identification of upside
- Review cost base, operational structure and capex

IT Due Diligence

- Evaluate IT systems
- Evaluate IT cost
- Analyse system integration & separation
- Review IT TSA
- Review IT cost & IT capex

Tax Due Diligence

- Identify key tax issues
- Assess impact on cash flows
- Provide SPA impact

Pensions Due Diligence

- Identify key pension risks, including future (cash) funding & impact on balance sheet & P&L
- Provide specialized SPA input
- Assist in post transaction value creation through future pension planning