

Deloitte.



IT M&A

Providing M&A excellence
to successfully improve your
business



Our Commitment

We will...

- help you to manage and deliver all IT M&A transactions in time, budget and high-quality from



IT Due Diligence



IT Carve-Out



IT Post Merger Integration (PMI)

- provide robust IT M&A methods and tools to drive high quality and acceleration
- guarantee a qualified IT M&A expert team

Your Deal is our Deal

We are your end-to-end partner for M&A transactions in which technology is critical for your success

Transaction Lifecycle



IT Due Diligence



Combining the best knowledge in IT and Digital Due Diligences to support decision making in the most effective way

Our Digital Due Diligence approach

Due Diligence

- Technical
- Financial

- Validation of business plan by screening of technology & apps
- Evaluation of current and potential risks of the technology
- Deduction of economical implications for investment
- Financial assessment of startups' assets & technological capabilities

Selected IT Due Diligence references

- Multinational data networking and telecommunications equipment company
- Leading mail order packaging supplies company
- European building materials company
- World's leading provider of commercial aircraft services

What we do - IT Due Diligence



- 3 weeks

- Collect relevant documents fast and targeted about the transaction object as the starting point for analysis
- Evaluate potentially critical factors relying on a broad network of technical and commercial experts - regardless of whether it relates to ERP, data centers, outsourcing or data security
- Provide transparency in the summary report and give an outlook on expected risks, expenses and dependencies for the separation or integration

IT Carve-Out



Manage relevant IT changes to continuously ensure business operations on both sides right from Day 1

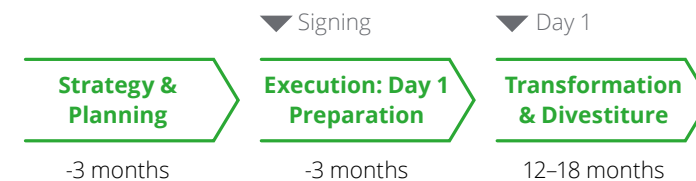
We answer your questions around IT Carve-Out

- How to
- prepare the IT organization for a carve-out?
 - efficiently carve-out a business unit and avoid disruption?
 - deliver TSA services and exit it cost efficiently?
 - clean up after the transaction?

Selected IT Carve-Out references

- Largest European engineering company
- American multinational conglomerate corporation
- Largest European digital publishing house
- Multinational lighting manufacturer
- Japanese automotive component manufacturer
- Major multinational mass media and information firm

What we do - IT Carve-Out



Separation Management Office

- Identify strategic options for potentially divested business and define a high-level IT separation plan with required activities
- Drive Day 1 preparation and execution, covering deal negotiation support, TSA setup and management as well as Day 1 readiness
- Support Post Day 1 activities covering TSA exit management, fulfillment of post-closing conditions and optimize the remaining IT operating model (organization, architecture, licenses)

IT Post Merger Integration (PMI)

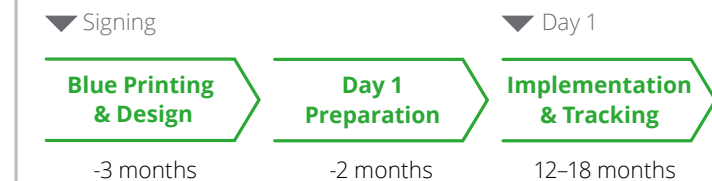


Coordinating all steps from planning through execution and transition support to ensure smooth integration

We answer your questions around IT PMI

- How to
- flawlessly integrate the target's IT without impacting the timeline or harming the company's operations?
 - realize benefits, e.g. IT synergies?
 - ensure post merger operations to achieve the optimal IT set-up?
 - prepare business and IT organizations properly?

What we do - IT PMI



Integration Management Office

- Evaluate effort of the IT integration program by defining target-parameters, organizational design, governance and guidelines
- Develop the integration blueprint covering the integration strategy and the definition of IT-specific requirements
- Derive the IT integration roadmap including all tasks, milestones, synergies and costs relevant for Day 1
- Support Post Day 1 with integration implementation to ensure stable daily business operations and IT services

Selected IT PMI references

- Global banking and financial services company
- German global banking and financial services company
- American manufacturing and processing conglomerate
- American multinational conglomerate producing automotive parts
- Leading provider of medical technologies

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