

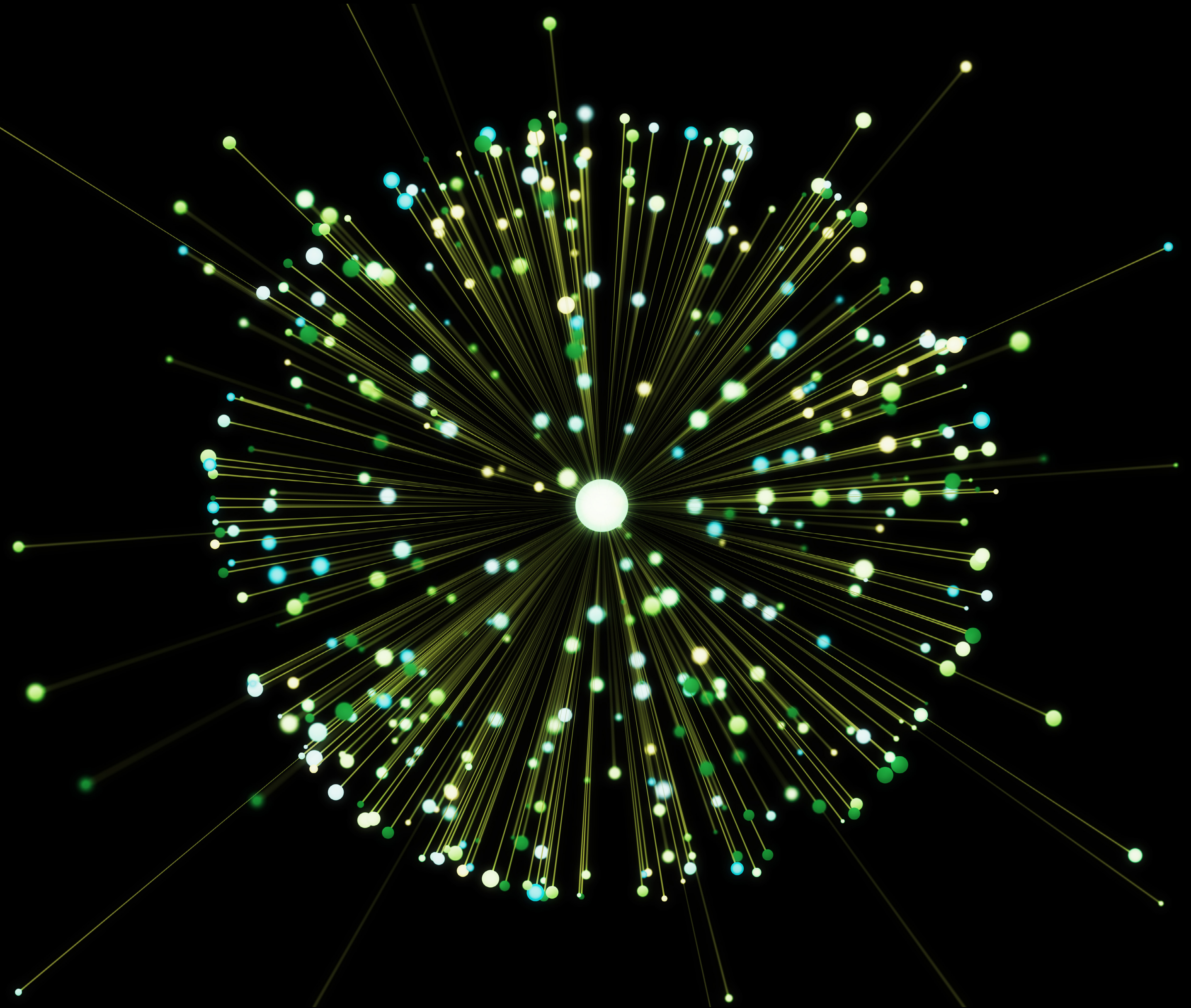
Deloitte.

Deloitte Private Equity

A greater return on ideas

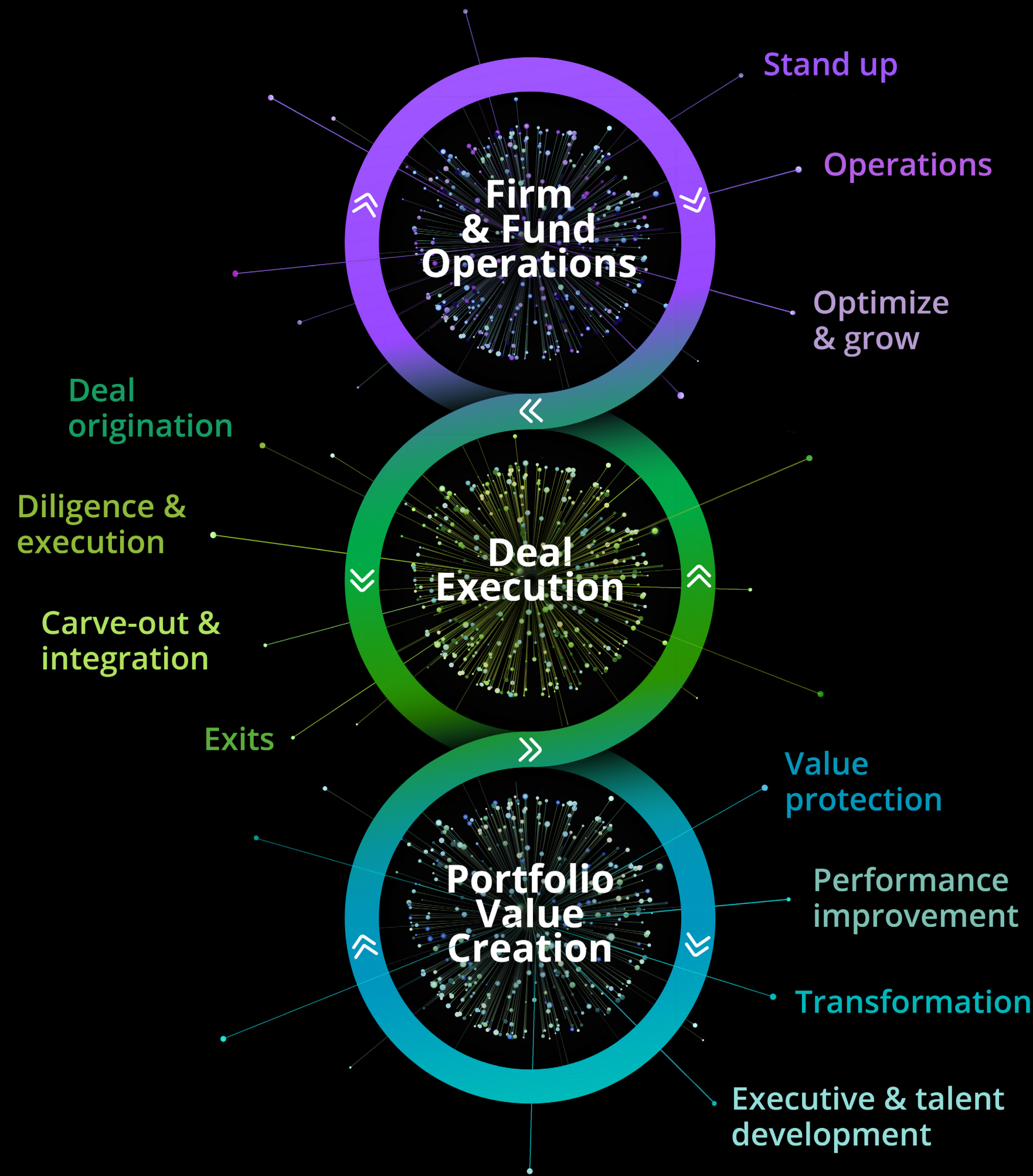
Deal Execution

Deal origination services



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Delivering value – how we support PE firms and their portfolio companies across every stage of the lifecycle.

Our global network of practitioners support private equity firms and their portfolio companies in delivering greater returns across every stage of the investment lifecycle. We apply a proven, global, and multidisciplinary model to deliver fully integrated solutions that bridge the gap between strategy and execution – combining technical expertise with business acumen and industry-specific knowledge.

By clicking on the icons on this page you will be able to access an overview of our services across all areas of private equity. We hope you find this information helpful, and we would be delighted to speak with you should you have any questions or require further information. Please feel free to get in touch with the key contacts for the services you require.

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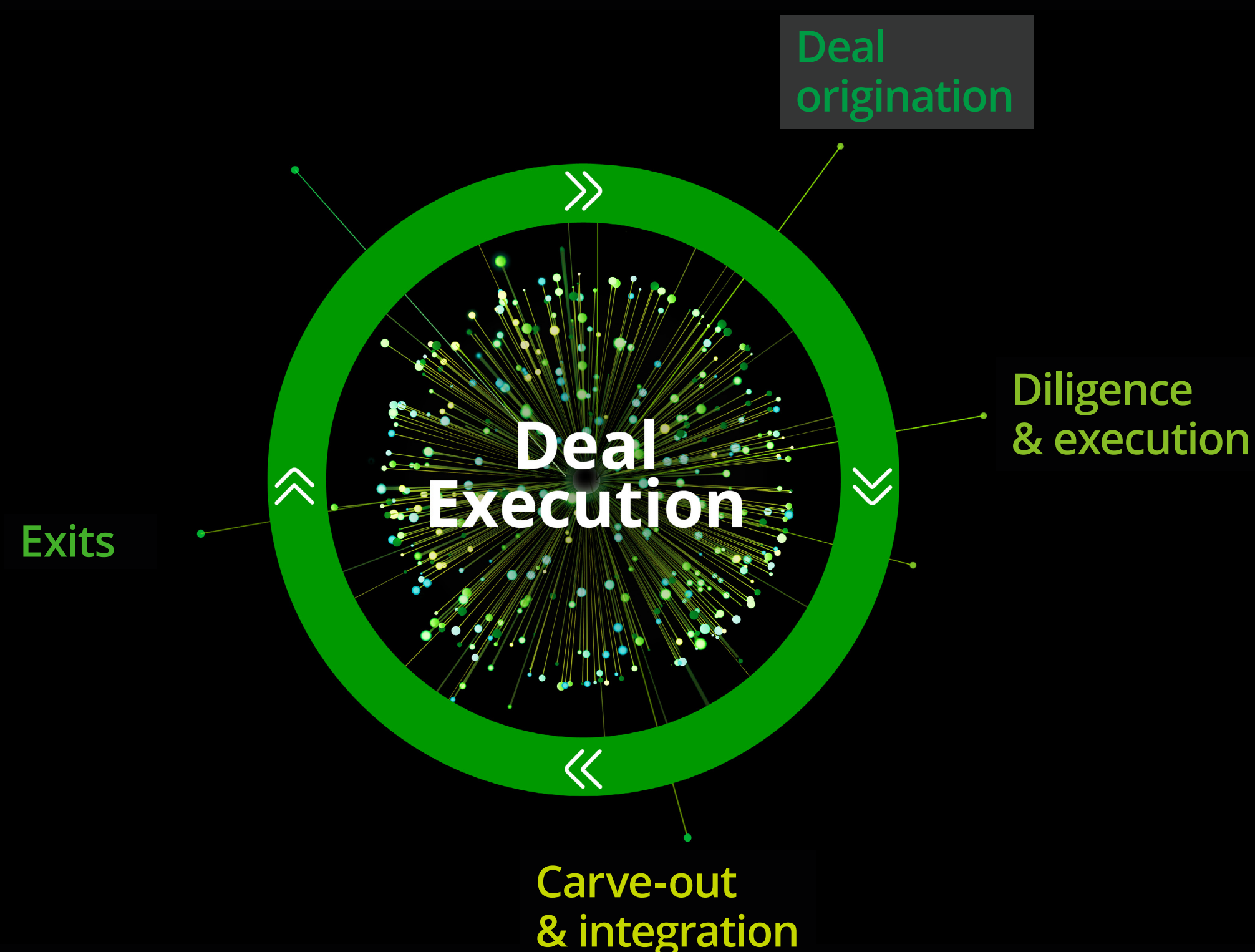
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Deloitte Private Equity
A greater return on ideas

www.deloitte.com/privateequity

Steering successful M&A from deal identification to exit maximization.

Within this document, you will find the details for our Deal origination services. To find out more on Deloitte's wider service offering in Deal Execution, click on the service icons below.



- **Deal origination services:** identify and qualify proprietary investment opportunities. Delivering insights to facilitate informed decision making. For further information, read on.
- **Diligence and execution services:** creating optimal value through the deal process by identifying value drivers, improving deal structures and pricing, and mitigating risks – [discover more here](#).
- **Carve-out and integration services:** turning complexities into streamlined value capture opportunities – [discover more here](#).
- **Exits services:** Maximizing deal returns requires the same level of focus and deal strategy on the way out as applied on the way in – [discover more here](#).

Deal origination services

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Identifying creative investment opportunities to maximize returns through purposeful strategy, risk assessment frameworks, and creative thinking. Knowing how to source, structure, and facilitate deals efficiently and effectively, and creating value at every stage of the investment lifecycle.

Our dedicated private equity teams can support you with:

01

Sourcing
investment
opportunities

02

Investment
thesis support

03

Buy-side
corporate
finance

04

Sell-side
corporate
finance

05

Debt and
capital
advisory

06

Tax and deal
structuring

01

Sourcing investment opportunities

The right outcomes start with the right deal. A key tenet of the private equity industry is aligning fund and portfolio M&A strategies with a thoroughly maintained pipeline of target companies. Whether new platform investments or co-invest opportunities, Deloitte helps private equity clients execute an M&A strategy that considers the changing industry landscape to identify opportunities for greater returns. Deloitte formalizes the target pursuit process by identifying the characteristics of a model target, as well as the drivers and synergies that indicate the potential of a target.

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How we can support

- Market assessment
- Strategic fit analysis
- Pipeline and asset insights
- Financial analysis and risk assessment
- Synergy assessment

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Investment thesis support

Deloitte assists private equity clients in developing sound and well considered investment thesis to support investment opportunities. From early-stage idea exploration to investment committee discussions and deal execution, Deloitte works alongside our clients in formulating the investment opportunity. Through combining the deep experience across our M&A practice with leading industry specialists and propriety tools, Deloitte is able to support clients through this critical stage of M&A.

How we can support

- Industry market analysis
- Sector mapping and target search
- Outside-in due diligence
- Value creation strategy
- Deal considerations and exit options

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Buy-side corporate finance

Today's business environment presents an array of opportunities and challenges for private equity funds and their portfolio companies contemplating a merger or acquisition. With strong industry knowledge and an in-depth understanding of the marketplace, Deloitte helps private equity clients confidently pursue strategic M&A transactions in both domestic and global markets. Deloitte uses significant experience providing investment banking services across key industries and access to Deloitte's global network of practitioners to offer client solutions that help them execute their strategic vision.

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How we can support

- Target identification, evaluation, and financial modeling
- Value analyses and competitive assessments
- Bid preparations
- Evaluation and arrangement of financing alternatives
- Negotiation, structuring, and closing support

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Sell-side corporate finance

Whether you plan to sell your portfolio company or divest of select assets, Deloitte can bring significant industry knowledge and local market experience from around the globe to the transaction. Clients turn to Deloitte for its experience in assisting companies to execute transactions, from initial planning and marketing to identification of key acquirors and/or investors, through due diligence, closing, and post-closing. Deloitte helps anticipate and address challenges that arise and provides clients with M&A advice that helps them pursue change through strategic transactions.

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How we can support

- Analyzing shareholder alternatives
- Range of value analysis
- Pre-sale due diligence
- Identifying qualified strategic and financial buyers globally
- Developing marketing materials
- Conducting competitive marketing processes
- Coordinating management presentations with client selected acquirors
- Facilitating post-LOI (Letter of Intent) diligence streams
- Assisting with transaction structuring, negotiations, and closing

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Debt and capital advisory

Deloitte is one of the largest independent capital advisers with a team of over 280 people around the globe, dedicated to helping clients navigate ever-changing capital markets. Deloitte provides value to a wide range of public and private companies, from strategic advice on capital structure options and available sources of capital to assisting with the execution of complex financings and multi-faceted balance sheet recapitalizations.

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How we can support

- Assessing strategic financing alternatives
- Advising on raising debt and/or equity capital
- Advising on negotiations with current lenders including covenant issues
- Asset-based loans related advice
- Unitranche loans related advice
- Mezzanine and subordinated debt related advice
- Structured and preferred equity related advice
- Treasury support
- Hedging advice and execution
- Minority equity

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Tax and deal structuring

The global tax landscape is constantly evolving and M&A transactions require an experienced, cross-disciplinary team of financial, accounting, legal, and tax professionals, especially for cross border deals. Deloitte's tax teams help private equity firms (buyers and sellers) understand the current and future tax implications of structuring options and can compare alternative deal structures that could meet each party's expectations. By involving tax professionals at an early stage, potential tax risks can be identified and addressed and aligned with risk appetite.

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How we can support

- Analyze deal structures for alignment with tax strategy and business goals
- Advice on tax, regulatory and legal implications of complex transactions
- Deep knowledge of local and regional tax and reporting requirements impacting M&A

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Related services

Please click links in the table below to explore the breadth of Deal Execution services we offer. Please get in touch should you require further information.

Covered in this document

Deal origination	Diligence and execution	Carve-out and integration	Exits
<ul style="list-style-type: none">• Sourcing investment opportunities• Investment thesis support• Buy-side corporate finance• Sell-side corporate finance• Debt and capital advisory• Tax and deal structuring	<ul style="list-style-type: none">• Commercial due diligence• Operational due diligence• Finance due diligence• Tax due diligence• Cyber due diligence• Technology due diligence• Human resources due diligence• ESG due diligence• Data analytics• Sale and purchase agreement• Valuation services	<ul style="list-style-type: none">• Carve-out diligence and business plan• Day 1 planning and certification• TSA identification and development	<ul style="list-style-type: none">• Exit strategy and equity story• IPO Readiness and assist• Exit value maximization and readiness

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