Deloitte.

Actuarial & Insurance Solutions | Mergers & Acquisitions Support Services

Enhancing M&A success through actuarial expertise

In today's rapidly evolving market, mergers and acquisitions (M&A) are increasingly complex, requiring decision-makers to act quickly to seize new opportunities. We recognize the challenges faced by both buyers and sellers in this dynamic environment.

At Deloitte Consulting Ltd., our team of actuaries provides specialized expertise in supporting M&A activities through rigorous due diligence. We conduct comprehensive assessments to evaluate financial and regulatory risks, validate key assumptions, and ensure accurate valuations. Leveraging our global network and deep industry experience, we guide you through the complexities of integration while identifying and unlocking potential value.

Comprehensive M&A support

From initial analysis to final integration, we work seamlessly with you, ensuring that every aspect of the M&A lifecycle is thoroughly evaluated and managed to build value and maximize your strategic goals.

Our services are available for both buy-side and sell-side transactions:

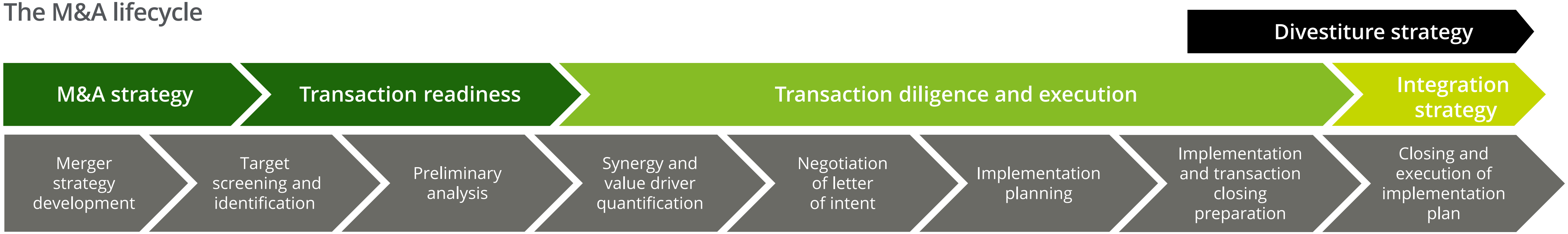
Buy-Side Support: We help buyers assess the target company and ensure an efficient transaction process. This includes independent actuarial valuations of the target's liabilities and intangible assets, validating the target's valuation approach, and ensuring historical profitability and competitive advantages are sustainable to support the corresponding cash flow projections. We apply traditional actuarial techniques to estimate loss reserves and solvency provisions, and provide insights on valuing intangible assets like business acquired and renewal rights. We utilize a range of valuation methods, including the income approach, market approach, or cost approach.

Sell-Side Support: We assist sellers in clearly communicating their value proposition to potential buyers through both quantitative and qualitative assessments. This includes an appraisal of the reserving, underwriting, and pricing processes to ensure alignment with future profitability goals. Our goal is to help you optimize your negotiating position, maximize the sale price, and execute the deal with minimal disruption.

How we can help you

We have a dedicated team of professionals equipped with extensive experience in providing actuarial and consulting services to international captives, insurers and reinsurers. Having continued involvement within this market also means access to an extensive network of resources, industry benchmarks and industry insights on the latest M&A developments.

The M&A lifecycle



Phase of M&A lifecycle	Objectives
Phase I: M&A strategy	• Develop corporate and business unit portfolio strategies • Develop long-term M&A goals and objectives • Define growth objects and assess growth vehicles
Phase II: Transaction readiness	• Develop acquisition execution and organization capability • Target identification and detailed screening • Assess operating model • Pre-bid advisory/diligence • Commercial and operational due diligence
Phase III: Transaction diligence and execution	• Valuation and sensitivity analysis • Risk assessment • Identify value levers • IPO readiness and assist • Regulatory compliance • Analysis of contingent liabilities
Phase IV: Integration strategy	• Synergy and one-off cost alignment • Completion statement advisory • Advise on regulatory and compliance matters • Harmonize accounting and actuarial methods
Phase V: Divestiture strategy	• Transaction Service Agreement (TSA), carve-out and stranded cost support

Meet our team

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Quotations, including our terms and conditions, can be requested directly via email from the team members above.