

Mergers & Acquisitions Advisory

Introduction

To maintain pace with today's rapid market changes, it is vital to continuously adapt and enhance your business value, portfolio, and capabilities. Mergers and acquisitions are one of the most efficient ways to achieve this inorganically, particularly when entering new overseas markets.

Whether you are a corporate acquirer or preparing to sell a business, Dezan Shira & Associates can help your organization maximize value, efficiency, and the likelihood of M&A success - from various aspects including legal, tax, finance, HR, and IT. We help you identify effective target options, securely connect with the most suitable targets, and to manage and realize an effective deal strategy throughout the M&A process to achieve favorable final outcomes and positioning.

Conquering Your M&A Challenges

Targeted matchmaking

Our portfolio of M&A capabilities begins with customized international targeted research conducted on the basis of your requirements. Our approach produces shortlists of potential target companies, screened to match clients' criteria, and vetted to meet their targeted transaction type and specific goals.



To make it easier for clients to find deals in other countries, we developed the asiamerger™ portal. This portal specializes in mid-sized, buy- and sell-side deals in Asia and across the world. It is open to the public and enables visitors to research and target M&A projects and initiate complete matchmaking services for listed projects. When coupled with our advisory services, clients can enjoy turnkey M&A projects from matchmaking to due diligence, and to post-merger integration.

Pragmatic valuation and deal negotiation

The valuation and negotiation phases are critical, especially for firms with no prior M&A experience. A trusted and highly competent M&A advisor will bridge the gaps between parties and reach the most favorable terms. Our experts incorporate

their extensive experience into each negotiation to help our clients reach an advantageous decision.

Due diligence you can trust

It is vital to have a thorough understanding of your M&A deal counterpart from legal, financial, and HR and IT perspectives. Overlooking aspects at this stage can prove fatal to the deal and extremely costly for your business.

Our Due Diligence advisory taskforces are uniquely multi-disciplinary across these areas of expertise. We approach each project with a deep understanding of the underlying risks investors may face throughout the lifecycle of their planned Asia business, to help you assess the feasibility of your plan, and empower you to make informed decisions that are essential to your M&A success.

Accurate execution and transaction management

Determining the optimal deal structure for an M&A transaction requires expert evaluation of multiple factors. We tailor the strategy to provide sound assessment and identify the right approach, while reducing exposure to future risks, improving tax efficiency, and facilitating M&A procedures.

Once a deal is positioned to proceed, successfully closing the deal depends on steady, timely and disciplined transaction management. At this stage, we put our robust experience with legal and financial execution to work to oversee and ensure that closing conditions are satisfied, and that clients smoothly navigate from the interim period to successful ownership transfer.

Our cross-regional taskforce and partner network provide integrated execution services to avoid pitfalls brought by diverse regulatory environment in multiple jurisdictions, different languages, and other barriers in cross-border deals.

Maximized value through post-merger integration

Post-merger integration (PMI) combines the efficient rearranging of businesses, while aiming at maximizing synergies. Working alongside you and your new organization, our teams help to ensure that critical information is well streamlined and communicated between different stages and various departments, possible PMI risks are identified and accounted for, and ultimately, that initial key objectives can be realized.



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Your Partner for Growth in Asia

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Why Dezan Shira & Associates for M&A Advisory Services

Dezan Shira & Associates incorporates 30+ years of extensive experience to support your success throughout the M&A deal lifecycle - from target screening, negotiation, and due diligence, all the way to solid execution and seamless integration. We leverage our multilingual support teams in 35 offices across the globe, to provide you a comprehensive suite of services in a time- and cost-effective manner, helping you create and realize a thorough process which captures and maximizes value for your company.

Our M&A Capabilities - From Identification to Post-Merger Integration

 <ul style="list-style-type: none">Teaser preparationBrokerage and matchmakingBackground check	 <ul style="list-style-type: none">Valuation supportBid and negotiation supportDrafting NDA, MOU, LOIDeal structuringFinancial optimization	 <ul style="list-style-type: none">Legal reviewHR reviewFinancial reviewTax assessmentCyber security analysis	 <ul style="list-style-type: none">Transfer agreement draftingCorporate amendmentsTransaction filingAcquisition accountingConsolidation of financial reports	 <ul style="list-style-type: none">Integration across legal, taxation, financial, HR, and IT systemsStrategic financeHR strategiesCompliance monitoringCorrective actionsIT compliance
Target Research and Identification	Initial Offer and Negotiation	Due Diligence	Signing and Deal Closing	Post-Merger Integration

CONTACT



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> Audit and Risk Advisory
> Tax Advisory

> **Business Intelligence**
> Corporate Established
> Outbound Direct Investment

> HR and Payroll
> Recruitment and PEO
> Technology

> Due Diligence
> Mergers and Acquisitions
> Intellectual Property

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