M & A - Approach



Strategic Management Process



Corporate Strategy drives M & A Strategy

Mergers & Acquisitions Process

M & A Strategy

- Clarity on strategic gaps
- Defines how initial targets add value

Deal Thesis

- Spells out how the business growsDefines how
- Defines how value is created

Price & Due Diligence

- Clear understanding of synergies
- Clarity around the right price

Integration Planning

 Definition on how to capture synergies and value drivers

Integration Execution

 Drive first 100 days to achieve synergies and organization in place