

Sample M&A Framework

Target Market

- If our client doesn't purchase the company, will a competitor?
- How healthy is the industry the target is in?
- How will competitors respond to this acquisition?

Target Company

- How are the potential acquisition target's financials?
- Has the target's revenue and profitability been increasing or decreasing over the past few years?
- How unique are the target's products?
- What is the target's customer base like?

Post-Acquisition Strategy

- How much is client going to be paying? What are deal terms?
- Is the price fair?
- How will the deal be financed?
- Will our client be taking on debt, and if so, can the client support it?
- Why is client thinking about purchasing the asset or company?
- Are there potential alternatives?
- How does company fit within client's broader product portfolio and strategy?
- Are there potential revenue / cost synergies?

Risks & Benefits

- Has the target's revenue and profitability been increasing or decreasing over the past few years?
- How special are target's products?
- What is target's customer base like?
- How healthy is industry the target is in?
- How will competitors respond?
- Are there legal or regulatory reasons this acquisition may not work?
- Are there financial reasons (i.e., tax advantages) that make this worthwhile?

