



# Mergers & Acquisitions

- Acquisitions
- Divestments
- Management Buy-ins/Buy-outs
- Strategic Alliances and Joint Ventures

## What we do

Working with clients we:

- Formulate and implement acquisition strategies
- Conduct acquisition workshops for boards to assist and develop strategic acquisition templates
- Search for and identify potential acquisition targets
- Identify key transaction risks and devise strategies to minimise them if it is possible to do so
- Assist clients who require additional financial support to fund the acquisition
- Initiate discussions with the acquisition target
- Project manage the acquisition, including the involvement of other professionals, from start to finish

## Why are we different?

Our approach differs in that we:

- Assist the purchaser with the integration of the acquired business after the completion of the acquisition
- Place great emphasis on identifying and managing key transaction risks. We prepare a risk analysis document for all clients considering an acquisition. The document identifies each risk and contains recommendations and strategies which are intended to help manage these risks
- In the case of Australian businesses, particularly if the business is a listed public entity, acquisition assignments require a working knowledge of the regulatory framework of financial markets. Our team of advisors are experienced professionals in this area

Acquisitions are common occurrences in the marketplace yet many of them fail to deliver the benefits expected by the purchaser. Why is this the case?

One answer is that many acquirers tend to respond to opportunities as they appear and do not view acquisitions in the context of their overall strategy. Responding to opportunities in this way can be risky and expensive.

Another answer is that many businesses contemplating an acquisition do not identify and seek to contain key transaction risks early in the process.

We specialise in the formation of acquisition templates which set out the criteria by which the benefits of each opportunity are assessed in the context of the businesses overall strategy. Using the template, we assess each opportunity in a brave and impartial manner and make preliminary 'go' or 'no go' recommendation. We can also search for potential targets in the marketplace on our client's behalf so that we can uncover additional potential acquisition targets.

To find out more please contact us on +613 9652 9555 or via email to [info@kennedynedham.com](mailto:info@kennedynedham.com).