

# Transaction Services

Professional advice for corporate finance and M&A transactions



## **The challenging market environment means short time frames for making business decisions**

Today's market environment in various industries is characterised by manifold changes and challenges. The markets have become international and are impacted by rapid technological change and increasing political issues. Existing business models are reassessed under new circumstances and increasing pressure from competitors, meaning the time taken to evaluate fundamental strategic and operational decisions has dramatically reduced. These dynamics represent significant challenges for most companies and force them to make faster, more ground-breaking decisions in order to remain competitive and

maintain their market position. Evidently, only targeted growth strategies will enable companies to strengthen their market share and operational models (enhancement of the value chain) to realise potential synergies. The aim is to achieve a positive effect on operating models in terms of quality, efficiency and profitability. Today, the agenda of C-level executives includes an important corporate development aspect that relates to external growth or possible restructuring. Owner-driven businesses are affected by these developments in an even more critical way, since in a lot of cases they also face the issue of a succession. Quantum leaps can be achieved effectively through well-planned and properly executed corporate transactions.

## **The complexity of corporate transactions demands experience and expertise**

The professional handling of strategic corporate transactions such as acquisitions, disposals, strategic alliances and restructurings entails complex commercial, financial, operational/IT, tax and legal aspects. Since the transactions are of strategic importance, sensitive issues for business owners, shareholders and management executives arise. Experience in dealing with corporate transactions, knowing the local and international M&A market combined with industry-specific expertise are essential to successful execution.

### **Driving the value changes – Create / Protect / Transform**

Grant Thornton professionals are progressive thinkers who create, protect and transform value today so our clients have the opportunity to thrive tomorrow. Our mission is to help you create value for your organization and unlock potential for growth.

We help (high) growth, dynamic companies across the globe navigate complex transactions. With industry expertise, speed, agility and the technical and holistic advisory capabilities our senior level professionals can assist throughout the transaction process. We help you formulate a deal strategy, evaluate opportunities, execute due diligence, support integration or divest a business. Focus is to mitigate risks and manage complexities to improve performance and capture greater value from your transaction.

### **Unequalled responsiveness and collaboration**

Our transaction team is accustomed to working at “deal speed” and is committed to delivering critical findings precisely when you need them. We understand each transaction is unique. Our customized approach focuses on your specific needs to move your transaction forward with confidence.

Relationships are the cornerstone of our business. Our excellent client service is built on one-on-one senior partner interaction and direct access to firm-wide subject matter specialists who have an in-depth understanding of your industry, business and risks. We listen and collaborate with our clients to find the ultimate best solution for their issues.

### **Advice tailored to your specific situation**

Our Transaction Services department provides support with a team of skilled and experienced professionals. We can offer you tailored advisory services for corporate acquisitions and disposals. Our offers include corporate successions, mergers and acquisitions, financing, due diligence, valuations and post-merger integration

support. We offer assistance with capital market transactions and going-public initiatives. The services include IPO preparations and readiness assessments as well as direct listings on the Swiss Stock Exchange. We can also act as an independent expert for the Swiss Takeover Board.

### **Practical experience and expertise at your disposal for local and international projects**

Our Transaction Services team has specialised knowledge, many years of practical execution experience and a broad range of industry expertise. In addition to owner-driven SMEs, we also advise medium-sized international enterprises and larger listed groups. Our clients include industrial firms and financial services providers. Thanks to the international Grant Thornton network of more than 56,000 people in over 143 countries, we are able to advise you at both national and international level. We have over 3,000 transaction professionals ready to assist you in cross-border activities.



# Our services at your disposal

Our proven Transaction Services experts offer you a comprehensive portfolio of services tailored to your individual needs:



## Mergers & acquisitions and corporate finance

Our range of lead advisory services to best support your strategic growth decisions

- Acquisition / disposal / merger advice
- Management buy-out (MBO) / buy-in (MBI)
- Corporate successions
- Equity and debt private placements
- Acquisition financing and growth financing
- Debt advisory and restructuring



## Due diligence & transaction support

Effective execution of due diligence processes

- Buy-side due diligence
- Sell-side (vendor) due diligence
- Financial, tax, legal due diligence
- Carve-out support (separation and integration)
- Negotiation assistance (signing and closing)



## Valuations and business modelling

From indicative valuations to fairness opinions

- Valuations in the context of acquisitions, disposals and mergers
- Valuations in the context of arbitrations, litigations and court cases
- Valuations in the context of restructuring (legal / tax)
- Asset valuations for purchase price allocation and impairment testing
- Valuation of intellectual property (IP)



## Capital market

Capital market transactions and going-public/going-private initiatives

- Lead advisory services (Corporate finance and M&A)
- Transaction support and due diligence
- Fairness opinions
- IPO preparations and readiness assessments
- Direct listings
- Independent expert opinions to the Swiss Takeover Board



## Turnaround & Restructuring

Supporting financial improvement and operational enhancement

- Company turnarounds & business transformations
- Cost reduction and revenue enhancement
- Independent Business Review / Restructuring plan
- Cash and liquidity management and medium-term forecasting
- Contingency planning
- Stakeholder management
- Crisis management



## Post-acquisition merger integration support

Minimising risk by ensuring timely execution of the integration process

- Project management and integration office coordination
- Integration approach and plan (e.g. accounting, reporting, controlling and risk management)
- Support and execution of transition service agreements (TSAs)
- Project reporting and monitoring

# Why Grant Thornton?

As an owner-managed company, we believe in personal and long-term client relationships. Our global network and our teams of competent specialists enable us to provide high-quality services and work with you the way we do:

## Collaborative teams with a different mind-set

Our specialists are open, accessible and easy to work with. We work through the issues alongside you and always with an independent view. Our cooperative working style enables us to put together interdisciplinary teams with a keen sense for your concerns.

### Conclusion

Highly competent specialists with a practice-oriented way of working, tailored to your individual needs and requirements.

## Relationship-oriented service approach

Our culture is built on a genuine interest in our clients, their challenges, growth ambitions and wider commercial context. You receive attention from experienced professionals who ask the right questions, listen to you and understand your concerns.

### Conclusion

Our team helps you personally to navigate through the complexity of your business and market environment and unleash your growth potential.

## Pragmatic solutions to help improve your business

Our well-organised Transaction Services team provides pragmatic solutions that go beyond technical aspects and create substantial benefit for your business. We weigh up your personal needs in order to provide you with practical solutions that are understandable and feasible.

### Conclusion

Pragmatic and applicable solutions are our strength and help you to achieve substantial added value.

## Agile and responsive services

The scale of our operations and our structure creates advantages for you. Our flat hierarchies enable short decision-making paths and highly effective teams without complex chains of command. Our processes are lean, efficiently structured with a practical orientation.

### Conclusion

Lean process structures enable rapid responses whenever you need to make decisions in a short time frame.

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## Contact



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