THE PERIL AND PROMISE OF M&A

Did you know ...?

- 75% of large mergers destroy rather than create shareholder value
- 50% of companies decline in productivity following a merger announcement
- · 47% leadership attrition can be expected within three years following a merger
- 14% drop in employee satisfaction can be expected immediately after a merger

And Yet...

- The pressure to grow at a faster-than-market rate is increasing
- More than ever, shareholders are intently focused on top-line growth
- Organic growth often requires a disproportionate investment of time and money

ACHIEVING GROWTH THROUGH M&A: THE FROST & SULLIVAN APPROACH

VOLUME I: M&A GROWTH PROCESS TOOLKIT

Volume I will teach clients the Frost & Sullivan
standard for conducting upfront research and analysis.

SECTOR OR TREND ANALYSIS



TARGET-SPECIFIC EVALUATION



TRANSACTION
DUE DILIGENCE



VOLUME II: M&A GROWTH PROCESS TOOLKIT (TBD)

Volume II will teach clients the Frost & Sullivan standard for ensuring comprehensive target research and successful post-transaction integration.

POST-DEAL INTEGRATION AND STRATEGY

The toolkit provides end-to-end execution support by detailing the resources you need to:

Ask the Right Questions

- How do I narrow my search based on expectations for growth through M&A?
- What are the segments, regions, and sectors that best match my requirements?

Focus on the Right Activities

- Market Sector Overview
- Market Fundamentals Analysis
- Competitive Analysis
- Industry Economic Analysis

Ask the Right Questions

- How should I screen to identify specific targets within my highpotential segments?
- How do I objectively determine the most appropriate targets out of all the options I've generated?

Focus on the Right Activities

- Confirm Sector Decision
- Evaluate All Companies
- Select Final Candidates
- Determine Next Steps

A CLOSER LOOK: RESOURCES TO GET YOU STARTED

• Target Ranking Tool

	Growth Potential in (X) Years	Gross Margin	Current Market Share	Partnership Potential (HMUL)	Willingness to be Acquired (HMVL)	Existing Customer Base (HM/L)	Ranking
Company A	10% onwell growth predicted	18%	7%	A	н	М	2
Company B	22% acread growth predicted	50%	15%	ж	U	н	ī
Company C	8% erruel growth expected	18%	30%	1.	A	L	1

• Strategic Fit Matrix



THE TIP OF THE ICEBERG

The M&A Growth Process
Toolkit provides step-by-step
instructions to drive flawless
execution of every activity we
outline. We arm you with the
resources you need to research
the marketplace and evaluate
targets with efficiency and
clarity of purpose.

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ACCELERATING M&A GROWTH THROUGH EARLY-STAGE PLANNING AND EVALUATION

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