

## ORION CAPITAL

### BUY SIDE ADVISORY M&A SERVICES

#### Our BUY side advisory services include :

Develop an M&A strategy that complements the overall corporate strategy & is consistent with the business model

Identify acquisition candidates based on specific criteria to achieve the M&A strategy & create list of relevant companies

Choose the acquisition targets through valuation, operational efficiency & availability

Sign confidentiality letters & start negotiations

Preparation of letter of intent / MOU

Assist in the due diligence process

Closing the deal & assist lawyers in the preparation of the SPA agreement

Assist in deal financing & post-merger integration

## **Indicative timetable of buy side M&A advisory**

### **Phase I, PREPARATION, next 30 days**

Kick-off & data collection

Discuss & develop the M&A strategy

Create the targets list & identify the acquisition candidates

### **Phase II, MEETING ROUNDS, next 70 to 100 days**

Contact potential target companies

Sign confidentiality agreements

Meet interested companies & collect financial & operational info

Evaluate cases & select the most appropriate counterparts

Prepare Letter (s) of Intent

### **Phase III , DUE DILLIGENCE & CLOSING, next 70 to 100 days**

Enter an exclusivity agreement with the most appropriate candidate

Start due diligence

Assisting in the financing solutions

Deal closing & assist lawyers in the preparation of the SPA agreement.