

## AC Corporate Transaction Services

### Diligence Services

**Company looking to acquire a competitor required a detailed financial, technical and operational due diligence on the target company.**

#### Background

Following conclusion of indicative offer documents, the acquiror engaged with a professional services firm to undertake a detailed due diligence of the target company.

#### Approach

We performed a full business assessment that included analysis and suggestions related to operations, finance and risk environments.

Concluded an independent financial, operating and commercial due diligence investigation.

Other work included a review of the financial, tax, legal, corporate secretarial, human resource, intellectual property, technical and operational activities of the acquired company about the impact of such items on the transaction and post-transaction integration of the target with the acquirer.

Our advice and insights provided key information on which to successfully conclude the transaction.

#### Outcomes achieved

The transaction was concluded successfully. Issues identified were adequately addressed in the relevant transaction agreements. The post-transaction integration process was planned and executed on budget. Ongoing communication with clients, staff and the market ensured that customers remained well served and business continued as normal.

#### Client Feedback

‘Selling any business is a complex and potentially highly stressful experience for even the best business people. Having a Professional Team with you throughout the process is the first step in ensuring your business sale is a success. We recommend AC Corporate Transaction Services to business owners that are looking for strategic advice regarding a transaction or corporate restructuring process that will result in the best possible outcome.’

#### For further information, contact

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#### Engagement Overview



**Role**  
Due Diligence Lead



**Sector**  
Technology and  
Telecommunications



**Geography**  
South Africa



**Enterprise Value**  
R1 000m+



**Team Size**  
125 Shareholders and 2 500 Staff



**Type of Engagement**  
3-month duration