

# AC Corporate Transaction Services

## Business Acquisition

Manage search process for international company acquisition to enhance returns and grow the business.

### Background

The client was looking expand via acquisition. A detailed search process resulted in acquisition of company head-quartered in Sydney, Australia.

### Approach

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

Concluded an independent business valuation and assessment.

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.

The key findings and conclusions reached from this exercise were highlighted in a report to management.

Negotiation and conclusion of transaction included the execution of transaction agreements, warranties and necessary conditions precedent.

### Outcomes achieved

The outcome of the due diligence process was positive. Issues identified were adequately addressed in the relevant transaction agreements. In addition, the post-transaction integration process was planned and ongoing communication with clients, staff and the market ensured that customers remained well served and business continued. Detailed strategy plan and tactical, operational and KPI benchmarks for monitoring targets and milestones.

### Client Feedback

'The transaction was concluded successfully. Issues identified were adequately addressed in the relevant transaction agreements. In addition, the post-transaction integration process was planned and ongoing communication with clients, staff and the market ensured that customers remained well served and business continued.'

### Contact

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### Engagement Overview



**Role**  
Transaction Lead



**Sector**  
Technology, Media and Telecommunications (TMT)



**Geography**  
Southern Africa, Australia



**Enterprise Value**  
R2bn+



**Team Size**  
Listed on JSE, FTSE



**Type of Engagement**  
6-month duration from search to close.