

Transaction & Advisory Services

Corporate Finance - South Africa

Providing expert-driven industry focused insights helping clients to identify, create and capture value.

How we can make the Critical Difference

Using an industry-first approach, our senior experts work with the largest Private Equity firms, Investment Banks and Corporates providing transaction and execution – orientated services throughout the deal life cycle.

From orientation to exit, we use knowledge-driven skill and experience, focusing on critical, financial, commercial and operational opportunities to help create and enhance enterprise value.

Across the Deal Life Cycle

Our services are designed to address your strategic, operational and financial needs at every stage of the life cycle of your investment.



Our typical Services includes:

Buy-Side Financial Due Diligence

We assist potential buyers in assessing price, funding requirements and other financial matters which need to be considered in the sale and purchase agreement. Our work includes a comprehensive analysis of the key drivers of business performance, quality of earnings, cash flows, working capital and net debt. We provide input into your deal negotiations providing a valuable cross-link from the financials to the sale and purchase agreement.

Vendor Financial Due Diligence

Our vendor financial due diligence greatly reduces disruption; we work closely with Management to produce one central set of financial information and explanations to address the concerns and issues relevant to even the most demanding purchaser. This reduces the necessity for each buyer to have substantial business access to do their own due diligence work as they will be able to rely on our work and allows the seller to remain in control of the transaction for the longest possible period.

Vendor Assist Services

We provide bespoke solutions to the seller to prepare a business for sale. Then, once the disposal process is underway, we assist management through to its conclusion. Vendor assist services are typically commissioned where either experience or resources within a company are insufficient to credibly prepare the relevant financial information or where the available financial information is not consistent across periods.

Our Approach

- We offer senior teams with unparalleled global experience.
- We are less encumbered with conflicts than many others, being free of retained audit clients, offering a more nimble response and approach better aligned to clients needs.
- We are driven by data, facts and hypotheses.
- Our range of capabilities is unique, combining a variety of skills which have been sourced from the Big 4.

Our Status & Awards



9 out Top 10 **Private Equity International 300 are clients**

FTI Consulting listed as the **Top Restructuring Advisor in The Deal's 2019 Q3 Rankings (2019)**

FTI Consulting wins **Turnaround Management Association's Turnaround & Transaction of the Year Award (2019)**

#1 Restructuring Adviser by dollar volume (2017-2019)

FTI Consulting named **Strategy Consulting Firm of the Year by Global M&A Network (2019)**

FTI Consulting listed as the **Top Restructuring Advisor in The Deal's 2019 Q2 Rankings (2019)**

FTI Consulting was awarded **International Firm of the Year by Credit Strategy (2019)**

FTI Consulting awarded **Turnaround Advisor of the Year by The Institute for Turnaround (2019)**

FTI Consulting listed as the **Top Restructuring Advisor in The Deal's 2019 Q4 Rankings**

Industry Experts - Corporate Finance South Africa



Operational Diligence & Transformation

- Operational restructuring
- Operational due diligence
- Development and implementation of performance improvement plans
- Post Merger integration
- Interim Management



Merger & Acquisitions

- Execution and project management of M&A transactions
- Valuation, Structuring, Negotiation support and diligence co-ordination
- Market testing, accelerated and distressed M&A



Financial Due Diligence Services

- Buy and sell side financial due diligence
- Vendor assist services to prepare a business for sale
- Financial modeling to support a transaction and debt financing



Valuation Services

- Providing valuation analysis and/or opinions
- Buy and sell side financial advisory
- Independent expert opinions for JSE, Companies Act & Reserve Bank
- Valuations
- Fair value for business combinations, share-based payments, impairment defence
- Valuing identifiable, intangible assets and asset portfolios

Our Stats

5,400+

Employees & offices in 27 countries on six continents

95

Advisor to 95 of the world's top 100 law firms

81

Offices in 81 cities around the globe

14

Countries in the Americas, EMEA and APAC regions

600+

Business transformation experts

200+

Interim/permanent operating positions filled

Delivering Solutions across the Corporate Life Cycle

FTI Consulting has offices in Cape Town, Stellenbosch and Johannesburg which are home to our Forensic & Litigation Investigations, Economic & Financial Consulting, Business Transformation, Corporate Finance and Strategic Communications teams.

And with offices in 29 major financial centres across the globe, we successfully serve clients wherever and whenever challenges and opportunities arise.

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FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. For more information, visit www.fticonsulting.com and connect with us on Twitter (@FTIConsulting), Facebook and LinkedIn. www.fticonsulting.com
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