

# Mergers & Acquisitions

## Corporate Finance - South Africa

The FTI Consulting Corporate Finance M&A team helps clients maximise value throughout the deal life cycle. From origination to exit, we use knowledge-driven skill and experience, focusing on critical financial, commercial and operational opportunities, to help create and enhance shareholder value.

*The FTI Consulting M&A team has walked with us step-by-step through this process. Bringing their network relationships with both trade and private equity investors, industry experience and process understanding to each stage of the transaction.*

*They have been actively involved and have added value consistently throughout the process from initial stages of performing an indicative valuation of our business, to identifying appropriate potential investors, to preparation of the relevant sale documentation and providing ongoing value enhancement in the discussion and negotiations with potential parties.*

*As an owner-manager, not having been through a transaction of this nature before, I value and appreciate the honest, efficient and professional approach of the FTI Consulting team every step of the way”.*

Sebastiano Iorio  
CEO & Co-Founder, Cargo Compass SA

### M&A Advisory Services

A successful transaction requires a well crafted strategy and well executed process. Our M&A services include hands-on, expert advice right from the early stages of the transaction, both in acquisition and disposal processes. We invest time to fully understand the business and the desired outcomes of the transaction, to assist with the development of a bespoke transaction strategy and timeline.

### Our typical Services include:



#### Execution and project management of M&A transactions

We provide bespoke solutions to both buyers and sellers, and our team manages the transaction from origination through to completion. From understanding the rationale for our client's strategic objective (whether testing the investment thesis target searching and screening) through to a successful conclusion of the transaction.



#### Valuation, Structuring, Negotiation Support and Diligence Co-ordination

Our M&A team works closely with clients using their experience and expertise in ensuring the price is right, our client is in control of the negotiation process and working together with our client's other advisors, ensuring a watertight sale and purchase agreement is concluded.



### Market testing, leveraging our strong networks

Our local team has strong relationships and networks within the Private Equity and Strategic buyer universe, supported by the networks of our international colleagues across six continents. Through these networks, we are able to access the most suitable and appropriate potential buyers for each unique transaction.

## Our Awards



**Global Strategy Firm of the Year**  
M&A Atlas Awards(2017-2018)

**#1 Restructuring Adviser**  
Dollar volume (2017-2019)

**Project Marathon Nominated & Shortlisted**  
as Catalyst Private Equity Deal of the Year 2019

## Case Study

### Project Marathon

As exclusive Transaction Advisors to the sellers, the scope of our services included indicative pricing, preparation of sale marketing documentation, deal origination through the introduction of appropriate potential buyers (both trade and financial investors), facilitation of the due diligence and Q&A process, ongoing engagement with the selected preferred bidder throughout the extensive due diligence phase, support in final negotiations, assistance in finalisation of transaction legal documents to close the transaction.

Visit the link for more info on the deal:  
<http://ftiinsights.com/project-marathon/>

## 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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