



## FINANCIAL SERVICES INDUSTRY

# DELIVERING DEAL RATIONALE

Rapidly assessing the value achieved from your transaction and identifying opportunities to further accelerate returns

**70%** of M&A transactions do not achieve their stated targets or actively destroy value. A common pitfall is losing focus on delivering value once the deal is complete, making post-merger integration and further value realisation from the transaction ineffective.

### What A&M will bring



Synergy  
Monitoring Tool



Value Chain  
and Capabilities  
Framework



Functional Area  
Diagnostic



A&M Next  
Generation  
Operating Model



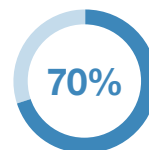
Value Creation  
Hypothesis & Post Deal  
Effectiveness Playbook

### Why A&M?

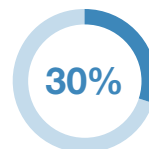
With over 7,500 professionals in 65+ offices globally, A&M provides seamless, quality, cross-border services. As the largest global transaction advisory and tax practice with no audit based conflicts outside the Big Four, the A&M difference lies in our senior led teams and a flexible and tailored hands-on approach. We build local relationships that can deploy global resources as needed for any M&A transaction.



### Key Metrics



**Transactions which destroy potential value for shareholders**



**Deals that achieve their original synergy targets**



**Incremental synergies are identified post-deal**

**2.6x**

**More likely to succeed if synergy targets are set for the first 2 years**

## Outcome

A&M's Delivering Deal Rationale exercise will leave you with:



### 1. Post-Deal Value Realisation Matrix

Providing an independent assessment of your value realisation status across pre-deal synergy initiatives.



### 2. Red Flag Report

Highlighting areas where you are not achieving your stated synergy outcomes and identifying causes and mitigating actions.



### 3. A&M Delivering Deal Value Recommendation Report

Providing actionable recommendations to close synergy gaps and identifying additional value lever options for your team to pursue.



### 4. Executive team equipped to take action

An independent review of status, areas to improve and areas to start tackling, your team will finish the exercise empowered to take decisive action towards delivering value for your shareholders.

## KEY CONTACTS



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## ABOUT ALVAREZ & MARSAL

Companies, investors and government entities around the world turn to Alvarez & Marsal (A&M) for leadership, action and results. Privately held since its founding in 1983, A&M is a leading global professional services firm that provides advisory, business performance improvement and turnaround management services. When conventional approaches are not enough to create transformation and drive change, clients seek our deep expertise and ability to deliver practical solutions to their unique problems.

With over 7,500 people providing services across six continents, we deliver tangible results for corporates, boards, private equity firms, law firms and government agencies facing complex challenges. Our senior leaders, and their teams, leverage A&M's restructuring heritage to help companies act decisively, catapult growth and accelerate results. We are experienced operators, world-class consultants, former regulators and industry authorities with a shared commitment to telling clients what's really needed for turning change into a strategic business asset, managing risk and unlocking value at every stage of growth.

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