



Corporate Finance

- M&A Advisory | Buy-Side

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yunit
Consulting

SCOPE

End-to-end advising focused on acquiring shareholdings (total or partial), including i) definition of the M&A strategy and selection criteria, ii) identification, presentation and selection of Target Companies, iii) approach, negotiation and closing.

BENEFICIARIES

Entrepreneurs or investors who want to:

- **Increase market share** through market consolidation
- **Reduce costs** through synergies or scale economies
- Enter **new geographic markets** or **business areas**
- **Access new technologies** and/or obtain competitive advantages
- **Risk diversification**

METHODOLOGY: PHASES OF THE ACQUISITION PROCESS

1st Phase Operation Structuring

- Support on defining the Mergers and Acquisitions strategy (including, goal definition and type of intended operation(s))
- Counseling in defining the main business criteria (namely, business area, type of products and services, geographic location, turnover, profitability, among others)
- Search for Target Companies aligned with the criteria defined through database research, networking and other means and support in the selection of companies to contact

2nd Phase Operation Development

- Approach selected Target Company(s) to understand interest in sales process
- Confidentiality Agreement, financial and operational information analysis, and support/advice in clarifying relevant points

YUNIT SUPPORTS YOU THROUGH THE ENTIRE PROCESS

For more information, contact your Yunit consultant or send your questions to

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3rd Negotiation and Closing

- Non-binding Offer or Binding Offer advisory
- Negotiation between Parties
- Monitoring the Due Diligence process and analysis of the main conclusions (to be carried out by external entities)
- Support the Legal Team in the preparation of the Sales Purchase Agreement

YUNIT SUPPORTS YOUR BUSINESS

At Yunit, you will find your ideal partner to start an active Mergers & Acquisitions strategy, and providing end-to-end advisory in acquisition processes, with emphasis on:

- Structured, effective methodology aligned with market practices
- Advisory on structuring operation terms
- Credibility of the operation among **potential buyers and financial institutions**
- Access to national databases and active networking
- Specialized team
- Confidentiality
- Efficiency and speed in process management

With a well-defined and structured process carried out by specialized consultants, you gain efficiency, productivity and reduce errors in the operation.

Did you know that several studies mention that the failure rate in Mergers & Acquisitions operations is greater than 50%, mainly due to the failure to achieve the initially defined goals?

THE SUCCESS OF YOUR OPERATION DEPENDS ON THE RIGHT PARTNERSHIP.

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