

# Mergers & Acquisitions

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Strategic Advisory – Sell-Side & Buy-Side

*From Conception to Post-Closing Integration*

SELL-SIDE | BUY-SIDE

# A complex process that requires experience and strategic vision

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The Mergers and Acquisitions process is a multifaceted journey that can be divided into several stages, from strategic conception to post-closing integration.

FGV Europe provides specialized advisory services at every stage, combining in-depth knowledge of the European and Brazilian markets with internationally recognized methodologies.

*“Each transaction is unique and requires a tailored approach.”*

THE COMPLETE PROCESS

# Three phases structure the entire M&A journey

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## PRE-TRANSACTION

Strategy and preparation

Strategic Analysis  
Identification and Valuation



## EXECUTION

Negotiation, due diligence and closing

Negotiation  
Due Diligence  
Structuring and Closing



## POST-TRANSACTION

Integration and final procedures

Integration  
Post-Closing

OUR PRACTICE

# Comprehensive advisory on both sides of the transaction

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## SELL-SIDE

*Advisory to the Seller*

- Company preparation for sale and vendor due diligence
- Valuation to maximize exit value
- Identification and outreach to potential buyers
- Management of a competitive sale process
- Negotiation of terms favorable to the seller



## BUY-SIDE

*Advisory to the Buyer*

- Definition of acquisition strategy
- Target identification and screening
- Independent valuation (DCF, multiples)
- Conducting due diligence
- Price negotiation and deal structuring

## THE COMPLETE PROCESS

# Seven steps to a successful transaction

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### PRE-TRANSACTION

#### 1. Strategic Analysis

*Sell-Side:* prepare the company for sale

*Buy-Side:* define acquisition strategy

#### 2. Identification and Valuation

*Sell-Side:* identify potential buyers

*Buy-Side:* identify targets, DCF and multiples



### EXECUTION

#### 3. Negotiation

Cash out / Earn out · NBO

#### 4. Due Diligence

Financial · Legal · Operational · HR  
· Compliance

#### 5. Structuring and Closing

Tax optimization · Closing



### POST-TRANSACTION

#### 6. Integration

Finance · HR · IT · Operations  
· Sales

#### 7. Post-Closing

Filings · Shareholders'  
Agreement · PPA

**33%**

of transactions fail  
due to lack of  
cultural integration

## NEXT STEPS

# Ready to explore M&A opportunities?

FGV Europe combines in-depth knowledge of the European and Brazilian markets with a strategic partner network to lead your transaction with excellence — whether on the sell-side or buy-side.

SELL-SIDE ADVISORY | BUY-SIDE ADVISORY

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### **Cologne, Germany**

Main office

Im Mediapark 5  
4th Floor  
50670 Cologne  
Germany

### **Brussels, Belgium**

European office


Place du Champ de  
Mars 5, 12th Floor  
1050 Brussels  
Belgium

### **Rio de Janeiro, Brazil**

Brazilian office

Praia de Botafogo 190  
22253-900, Rio de Janeiro  
Brazil

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 [fgveurope@eu.fgv.br](mailto:fgveurope@eu.fgv.br)

 [www.fgveurope.de](http://www.fgveurope.de)

 **FGV EUROPE**

Fundação Getulio Vargas – Institutional  
Representation in Europe