

# Mergers and Acquisitions Services

At Regency Partners, we understand that mergers and acquisitions (M&A) are intricate endeavors that require a strategic and personalised approach.

We pride ourselves on our extensive industry expertise and track record of creating substantial value for our clients. With a proven track record and a comprehensive suite of services, we are committed to delivering exceptional value to our clients.

Whether you are considering a merger, acquisition, divestment, or IPO, our team of experts is ready to provide comprehensive support tailored to your specific needs. We understand that every transaction is unique and take the time to collaborate closely with you to understand your goals and vision. From strategic planning and due diligence to valuation, negotiation support, and post-merger integration, we offer end-to-end assistance throughout the entire M&A process.

With our extensive industry expertise, personalised approach, and commitment to delivering results, Regency Partners is dedicated to helping you achieve your strategic business objectives.

## Our approach

### Extensive industry expertise

- Deep industry knowledge and experience
- Specialised team of experts in specific sectors
- Identification of strategic opportunities
- Navigation of complex deals

### Tailored approach

- Customised approach to transaction
- Close collaboration to understand your goals
- Development of tailored M&A strategy
- Alignment with your vision

### Holistic approach

- End-to-end support throughout the entire M&A process
- Strategic planning and due diligence
- Valuation and negotiation support
- Post-merger integration assistance

### Confidentiality and discretion

- Robust protocols and procedures for maintaining confidentiality
- Protection of sensitive information
- Utmost discretion for clients

## What sets us apart?

### Proven track record

- Successful closing of numerous M&A deals
- Transactions and IPO in technology, infrastructure, industrial, mining, and exploration
- Testimonials from satisfied clients

### Innovative deal structures

- Thinking outside the box
- Creative financing mechanisms
- Joint ventures and strategic alliances
- Maximising value and achieving mutually beneficial outcomes

### Strong relationships

- Building long-term relationships with clients
- Understanding needs and providing ongoing support
- Trusted advisor for long-term success

### Comprehensive services

- **Acquisition:**
  - Support for growth opportunities
  - Review of acquisition criteria
  - Identification and evaluation of potential targets
  - Due diligence and transaction management
- **Divestment:**
  - Seamless navigation of the divestment process
  - Thorough review of your business
  - Tailored transaction process
  - Assistance in creating key investment themes and selling documentation



## What sets us apart?

### Comprehensive services

- **Takeovers:**
  - Takeover defense advice and guidance
  - Bid pricing and strategy
  - Compelling transaction narrative
  - Project management and shareholder engagement
- **IPO advisory:**
  - Guidance and support for IPOs
  - Engagement with the Australian Securities Exchange (ASX)
  - Evaluation and appointment of IPO lead managers, lawyers, and accountants
  - Assistance throughout the IPO process
- **Debt capital raising:**
  - Compelling offering for debt capital
  - Capital raising documentation
  - Advice on market value and financing offers
  - Transaction management and negotiation

### Thought leadership

- Engaging in research and whitepapers
- Participation in industry and conferences and events
- Staying ahead of market trends
- Providing valuable insights to clients

## Experience and expertise

Regency Partners' Corporate Finance team boasts extensive industry and market experience, delivering proven results for our clients. Our team of skilled professionals combines industry knowledge with objective and practical advice. We draw on the support of dedicated industry groups within Regency Partners, allowing us to provide tailored solutions that address your unique needs. Importantly, we maintain our reputation for objectivity and impartiality by never taking a debt or equity position in any deal on which we advise.

With increasing demands for sustainability reporting and climate-related disclosures, scrutinising potential targets is crucial during M&A activities. Regency Partners' Corporate Finance team offers a wide range of industry and market experience, ensuring your transactions also align with sustainability goals.

Our Sustainability expertise includes:

- Integration of sustainability considerations into M&A activities
- In-depth knowledge of sustainability reporting and disclosures
- Evaluation of potential targets based on their environmental, social, and governance (ESG) performance



- Assistance in developing strategies for sustainable growth and value creation.

Regency Partners is not just limited to mergers and acquisitions. Our suite of services includes financial due diligence, tax due diligence, and tax structuring advice.

## Comprehensive transaction support

### Financial due diligence

- Thorough examination of target company's financials
- Identification of potential risks and opportunities
- Objective assessment of financial health and projections

### Tax due diligence

- Review of target company's tax compliance and risks
- Analysis of tax positions and potential liabilities
- Recommendations for tax optimisation and structuring

### Tax structuring advice

- Guidance on tax efficient deal structuring
- Assistance in minimising tax exposures and maximising benefits
- Expertise in navigating complex tax regulations

This integrated approach allows us to provide a bespoke, end-to-end advisory service for all your transaction requirements. With Regency Partners as your partner, you can be confident in receiving comprehensive support at every stage of your business journey.

## How can we help?

With our extensive industry expertise, personalised approach, and commitment to delivering results, Regency Partners is here to help you achieve your strategic business objectives.

Whether it's a merger, acquisition, divestment, or IPO, our experts provide comprehensive support tailored to your needs, from strategic planning to post-merger integration.

### CONTACT US

Learn how our expert advisors can tailor solutions to meet your specific goals and challenges. Contact us today to discuss how we can assist you in your next transaction.

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