

What is the book all about?

Mergers & Acquisitions (“M&A”) along with corporate restructuring forms a huge part of the world of finances. A single deal clicks in millions and billions of dollars that are transferred among the companies that are involved in such transactions. The deal between Bharti Group and Zain Telecom of Kuwait was one of the most discussed deals in the recent times. Another deal is that of Abbott acquiring Piramal Healthcare’s business. If these were a part of routine business of the firms, why are they discussed so often? One of the answers to this question shall be: the M&A process may occur in the present, but it talks about the future and it is the future anticipations which makes us talk about these deals so often. With this book, we attempt to uncover the motivation that drives the companies to enter into such deals.

The present book details the importance and the processes involved in a typical Mergers & Acquisitions (“M&A”) deal. It emphasizes on the basis on which the deals are constructed and it highlights several key steps that helps a buyer or seller guide through the M&A process.

Further, the book focuses on identifying the M&A candidates, the due diligence involved in such deals and provides an insight into the methodology involved in valuation of such deals. It discusses the four major valuation methods namely – the Comparable Company Analysis, the Precedent Transaction Analysis, the Discounted Cash Flow Method and the Leveraged Buy-Out Method with numerical examples. The document presents a detailed M&A case study on the M&A activity in the real estate and healthcare sector in the Appendix section.

Kindly refer to the excerpts and send in your responses and suggestions at:

dhruv@ashudutt.com