

# Mergers & Acquisitions Support

While mergers and acquisitions come in all shapes and sizes, there are a core set of issues and activities that when executed well underpin a successful transaction.

Transactions tend to have unique intensity and rhythm and generally involve significant emotions. When parties deal directly, it runs the risk of creating a winner and a loser. Using an intermediary eliminates this risk.

Pride Living helps both acquiring and disposing parties execute successful mergers, acquisitions and sales. Our proven methodology and experienced consultants are your guarantees of a successful outcome.

More importantly, by engaging Pride Living, you get objective, pragmatic advice and a team that is undistracted by the day-to-day activities of your organisation.

Unfortunately, many governing bodies are slow to acknowledge that they cannot operate commercially, and this can mean they are slow to make a decision to change the status quo to the detriment of all stakeholders.

## Service Overview

Our proven methodology is key and includes the following seven (7) core steps:



**1.**  
Define/  
understand  
outcomes



**2.**  
Information  
Memorandum



**3.**  
Due diligence  
management



**4.**  
Round 1  
Expression of  
Interest



**5.**  
Round 2  
Final Offers



**6.**  
Pre-  
completion



**7.**  
Post  
completion

1. Understand what it is you are seeking from the merger, acquisition or sale
2. Understand the various activities and data flows required and ensure these are coordinated
3. Ensure you receive objective input and feedback in relation to all parties
4. Ensure all stakeholders are aligned to the objective you are seeking
5. Manage the communications and develop a communications plan
6. Ensure the technical aspects of the transaction are dealt with appropriately
7. Maintain momentum

# Why Pride Living

- ✓ We provide integrated comprehensive services that reduces stress and risk to our clients.
- ✓ Our extensive connections in the sector mean you connect with the appropriate parties.
- ✓ A multidisciplinary team with capabilities in quality, operations and strategy. This ensures that our advice is holistic and realistic.
- ✓ Our proven methodology achieves the outcomes our clients desire, allowing them to make decisions with confidence.

*"Having completed three different forms of acquisition in the last 9 months, working with Pride on the Autumn Lodge merger was truly beneficial. Pride's pragmatic persistence to resolve these challenges enabled us to complete the transaction on time and on budget. I would thoroughly recommend the team at Pride Living to organisations that are considering a merger."*

**Denis Tamplin**

Head, Finance Strategy, Uniting

## Pricing

As all transactions are different, pricing is based on the specifics of the transaction.



## Next steps

If you would like to discuss or engage in our Mergers & Acquisitions Support, please contact [clientservice@prideliving.com.au](mailto:clientservice@prideliving.com.au) or call Denise Bradshaw on (02) 9060 6445 to arrange a time to meet with our consultants.



### PRIDE LIVING

Suite 1002/100 Walker Street  
North Sydney NSW 2060

+61 2 9060 6445

[clientservice@prideliving.com.au](mailto:clientservice@prideliving.com.au)

Suite 208/454 Collins Street  
Melbourne VIC 3000

[www.prideliving.com.au](http://www.prideliving.com.au)