



Planning to win

Deal Advisory

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“A holistic value approach
on transactions,
restructuring
and funding”

Deal Advisory

KPMG in Greece

Business today is under more pressure than ever to deliver better, lasting results for stakeholders. At KPMG we think like an investor, looking at how opportunities to buy, sell, partner, fund or fix a company can add and preserve value.

Today's deals do not happen in vacuum. So from your business strategy to your acquisition strategy, your plans for divestments or for raising funds, or even your need to restructure, every decision must be made in light of your entire business, your sector, and the local and global economy.

Our teams of specialists combine a global mindset and local experience with deep sector knowledge and superior analytic tools to help you navigate a complex, fragmented process.

From helping to plan and implement strategic change to measurably increasing portfolio value, we focus on delivering tangible results. The kind of results that let you clearly see what you gained from the deal at hand, and what you want to bring to the next deal down the road.

Real results achieved by integrated specialists.

Our Services



Buying a business

As you execute your company's growth strategy through acquisitions you will reach a number of decision points. From identifying target markets and potential targets to running an efficient transaction process and realizing upside or synergy value, we help you confidently navigate the complexities of buying a business, unlocking value at every stage.

We help identify key risks and rewards throughout the acquisition life cycle – even for the most complex deals. We help you align deals with your strategic business objectives, maintain compliance and enhance value from integration and potential upside opportunity.





Selling a business

When it comes to selling a business, a successful strategy requires active portfolio management and a well-planned divestment process.

Our professionals are forward-looking specialists with a broad range of skills, deep industry expertise, and a view on the future, to help you stay in front of the issues and avoid loss of value. From helping you understand the potential risks and rewards of a divestiture to supporting you in minimizing value leakage, we assess your situation and support your negotiating position to maximize the sales price and execute the deal with minimal disruption to the remaining business operations.



Partnering

Create and set-up of a new joint venture or business combination requires specialized skills in not only assessing the legal and tax environment, but also the capital market provisions in the local environment.

Our experts can support you from pre-deal strategy and partner identification through to implementation and governance to power up your joint venture or business combination. We have global resources to connect you with local relationships and knowledge so that you have a full understanding of the strategic, financial, operational, and legal implications of creating and setting up a joint venture or alliance.

We also help you understand the implications of the business combination on your entire business and ensure your long-term maintenance and exit strategies are an early consideration in the creation phase.

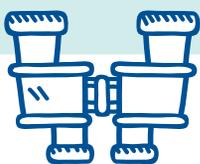
Funding a business

A strategic approach to defining your capital financing objectives and understanding your debt, mezzanine, and equity financing options in light of both private and capital market sources, is essential to sustainable growth. Our Debt Advisory practice has experienced insights and market presence to provide holistic and conflict-free advice to match your strategic objectives. We offer hands-on assistance through the process of raising capital, from initial assessment and strategy to successful execution. Using clear and consistent communications, we can help you develop and strengthen shareholder support for the deal.



Fixing a business

In this rapidly changing environment, every company faces challenges. A step in the wrong direction can sometimes have significant effects on corporate performance and company value. Our team of specialists guides you through difficult times to deliver results for your stakeholders.





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