



Mergers and Acquisitions

Services offered - acquisitions

We offer complex support throughout the acquisition process

Due diligence

Thanks to our thorough and independent audit of the company's business and financial situation, you shall clearly understand how the acquisition target creates value and what its long term potential is. You shall be aware of all the risks the acquisition might bring.

- **Legal due diligence**

Our lawyers shall perform a legal due diligence that shall include all the important areas - company's charter, documents relating to company's property, intellectual property, existing agreements, their risks, etc.

Due diligence - continued

- Commercial and market due diligence

Validation of company's business plan against data from the market to test their reliability. Understanding not only the specific performance of the intended target, but how this relates to projected market conditions and factors like expected advances in technology, changes in legislature etc.

- Financial due diligence

Providing purchasers with greater certainty over the nature of the business and the characteristics of its cash flow. This helps pricing decisions and the level of gearing the structure will support.

Support during the negotiations of the acquisition contract

We can discreetly find out all the key information that are relevant for successful negotiations with the owners of the acquisition target. Thanks to this information, our clients are in a good position to negotiate the price and other conditions of the contract.

Acquisition process is more complicated than it might look at the first glance. It is not just negotiations, many decisions have to be taken - these require considerable expert resources and good time management. Expert support by experienced local experts like Kensington is crucial for the success.

Company valuation

Our valuation takes into account a complex variety of factors. In addition to the company data we base our valuation on the situation in the industry, its trends and key factors influencing company's business. It is also vital to understand the value likely to be created through the transaction.

Post merger integration

The return on investment shall to a large degree depend on how well you will be able to integrate the new firm into your current business, harmonise the different management systems, corporate cultures and increase operating performance of the acquired firm.

Examples of references - all types of projects

- Anglian Water Europe
- Avon Automotive, a.s.
- Barrandov Studio, a.s.
- Deutsche Post AG
- Carrefour ČR
- ČSPL, a.s.
- Dřevozpracující družstvo Lukavec
- Hanácké železárny a pérovny, a.s.
- Infalfa Roof Systems BV
- Jihomoravská plynárenská, a.s.
- Jitex Písek, a.s.
- Kaučuk Kralupy, a.s.
- Komerční banka, a.s.
- Kotva a.s.
- Královodvorské železárny, a.s.
- Lesní společnost JM lesy, a.s.
- Linde Technoplyn, a.s.
- Linet s.r.o.
- Ministerstvo obrany ČR
- Mubea AG
- První brněnská strojírna Velká Bíteš, a.s.
- Poštová banka, a.s. Bratislava
- Pražská plynárenská, a.s.
- Preymesser Logistik, s.r.o./ Škoda Auto
- Rakovnické keramické závody, a.s.
- SAGEM s.a.
- Sázavan, a.s.
- Severočeská plynárenská, a.s.
- Severomoravská energetika, a.s.
- Severom. vodovody a kanalizace, a.s.
- SGL Carbon GmbH
- Sigma Group, a.s.
- Streif AG
- Škoda Plzeň Holding
- Teplárna Strakonice, a.s.
- Tylex Letovice, a.s.
- Saint Gobain Vertex, a.s.
- Vodovody a kanalizace JČ, a.s.
- Všeobecná fakultní nemocnice Praha
- ŽDB, a.s.