

Are you in the business of mergers and acquisitions or considering an acquisition of a company, asset or real estate in 2021?



- Companies or Assets in same or adjacent industry to increase market share, overall position in the industry
- Companies or Assets in a new industry to expand and diversify the existing portfolio
- Real Estate (buildings, land, toll ways/bridges, parking facilities etc.)

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RW
"Religion is indeed the greatest"

Acquisitions

Questions to get started

QUESTIONS



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“Capital is precious and any investment in an acquisition of a target asset must be deliberately evaluated, not simply an emotional response to buy something” {Rod Walker}

- Do you have a Strategy for the acquisition you are considering for its fit and impact to your existing Company portfolio?
- Does the acquisition target you are considering fit your Strategy metrics for return on investment, integration into the existing portfolio and investment level.
- Are you planning to perform necessary due diligence on the target across all areas of the asset (business, technical, operations, management performance, staffing, regulatory, financial, environmental to name a few)
- Scheduled enough time to properly assess the target including due diligence and hiring qualified outside advisors to assist you in the process?

Acquisitions

TIPS TO GET STARTED



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Any acquisition, unless the first one in the portfolio, must have a plan for the merger and integration into the existing portfolio to ensure integration is seamless with little to no drop off in portfolio performance.

- 1) Form an internal acquisitions advisory group from representatives from each area affected (operations, technical, human resources, financial, etc.) to develop a merger and acquisitions strategy
- 2) Identify target assets and rank their match to strategy metrics (ROI, integration potential, impacts to existing portfolio)
- 3) Develop a due diligence plan to address all affected areas for assessment of the target within process timelines
- 4) Hire outside advisor(s) that can advise on the various areas of due diligence needed

Let Us Help

NEED HELP WITH SOLVING COMPLEX TECHNICAL PROBLEMS BUT NOT SURE WHERE TO START?

We have performed over 50 due diligence projects on various areas of a target asset (business, operations, technical, environmental, management performance, staffing, financial, regulatory to name a few) and are ready to help you.

**Reach out today for a free 30-minute zoom
call to get started!**

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Due Diligence



Philadelphia Gas
Works

Organizational Assessment



Summit Utilities

Due Diligence



Peoples Natural
Gas

Due Diligence



Confidential
Clients

Due Diligence



Missouri Gas
Energy

Due Diligence



Puget Sound
Energy

Due Diligence



New Mexico
Natural Gas

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Mountaineer
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24 Natural Gas
Systems in China

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