

# LEAD ADVISORY AND CROSS BORDER TRANSACTIONS IN THE POST PANDEMIC ERA

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# LEAD ADVISORY

# WHAT IS LEAD ADVISORY?

- The Moore Australia Corporate Finance Division provides financial advisory services across the following types of transactions:
  - Divestments and Sales
  - Mergers and Acquisitions
  - Takeovers
  - Capital Raisings
  - Strategic and Feasibility Advice



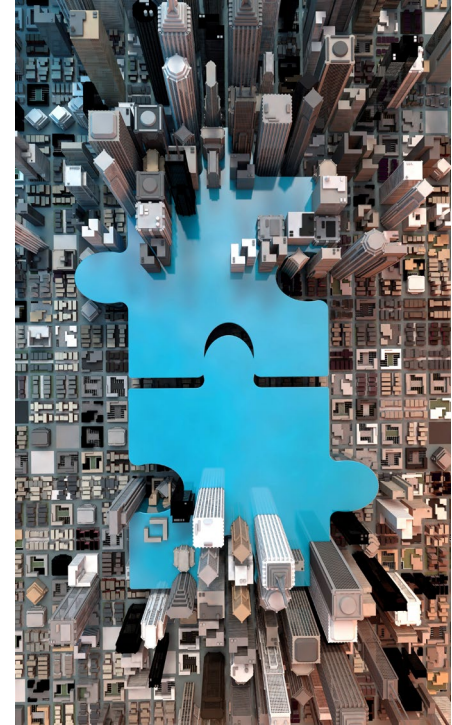


- Discovering and understanding the business
- Assessing capital structure and advising on the market value
- Determining the most suitable transaction structure
- Developing a tailored transaction process
- Identifying strategic buyers and connecting with key decision makers
- Managing other transaction advisers (legal, audit, etc.)
- Negotiating the price and terms of the transaction
- Completion of the transaction



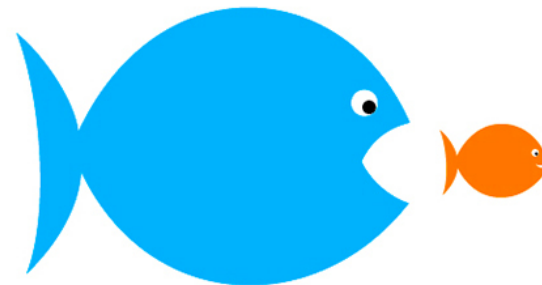
# MERGERS AND ACQUISITIONS

- Identifying, evaluating, and accessing acquisition targets
- Determining and assessing likely competition and funding options
- Develop a financial model to assess the value
- Determine the optimal acquisition structure
- Manage the due diligence process minimising risk in transaction documentation
- Negotiating the price and terms of the transaction
- Completion of the transaction





- Takeover defence advice
- Bid pricing and strategy
- Consideration of funding structures
- Project manage the transaction, including other advisers
- Shareholder and relevant regulatory body engagements/management
- Implementation of takeover



Advice on seed, pre-IPO and IPO capital raisings, including:

- Optimal offer structure, capital structure and valuation
- Future Board composition
- Assistance with preparation of financial information
- Evaluation and appointment of other advisers
- Drafting of marketing materials
- Coordination of work streams in relation to offer marketing
- Stakeholder management





- Creating deal strategy
- Assessing industry dynamics
- Providing independent advice on valuation
- Develop capital structures and financing options
- Manage stakeholders including debt providers
- Identifying, evaluating and assessing potential targets and suitors
- Mediate between businesses







# CROSS BORDER TRANSACTIONS IN APAC

# HOW APAC TRANSACTIONS DIFFER



IN THE CURRENT COVID-19 ENVIRONMENT AND MOVING FORWARD, COMPANIES WILL GROW THROUGH INORGANIC MEASURES, INCLUDING M&A, JOINT VENTURES, AND MINORITY INVESTMENTS.

- Inexperience with the inorganic growth model
- Popularity of small and medium-size transactions
- Minority deals represent almost half of all deal value
- Investors are expanding into new industries instead of consolidating





HISTORICALLY, TIMES OF ECONOMIC CHALLENGES IN APAC HAVE REPRESENTED OPPORTUNITIES FOR VALUE-CREATING M&A ACTIVITY.

- A slow economy can lead to higher value-creation
  - Lower Valuations
  - Less Competition
  - Experienced Buyers
- In weak economic times, diversification pays.
- Serial dealmakers outperform in weak economies



# FOUR ELEMENTS FOR SUCCESS



IN THE CURRENT COVID-19 AFFECTED MARKET, FOUR ELEMENTS ARE CRITICAL FOR SUCCESS IN APAC TRANSACTIONS.

			
Define a clear investment strategy	Make M&A capabilities a source of competitive advantage	Focus on strategy during deal execution	Think about integration before the deal closes



A low-angle, upward-looking shot of a modern skyscraper with a glass facade. The building's lines converge towards the top of the frame, creating a sense of height and scale. The sky is a vibrant blue with scattered white clouds. The sun is visible in the upper left corner, creating a bright, hazy glow. The building's glass reflects the sky and clouds, adding depth to the image. The overall tone is professional and aspirational.

# CASE STUDY: CARE PARK GROUP





## LEAD ADVISORY STRATEGY AND FEASIBILITY ADVICE

**Long standing client of Moore Australia, the Care Park Group is an end to end parking service provider headquartered in Melbourne, with a portfolio of over 450 owned and managed car parks across six countries including Australia, New Zealand, Malaysia, Hungary, Poland and the UK.**

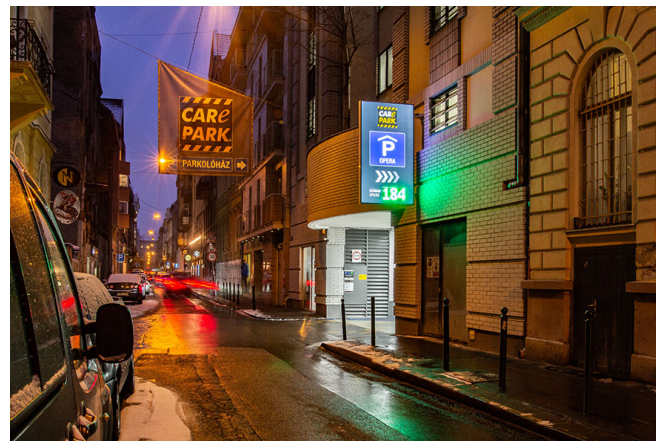
The Moore Australia Corporate Finance Division, led by Benjamin Yeo, are engaged to manage interest from Private Equity and Pension Funds across Singapore, Hong Kong and Japan who are actively investigating the opportunity to invest/acquire the company and its property portfolio.





## THE SITUATION

- Eager to expand through acquisition
- Require financial investor to enable the Group to take advantage of opportunities that have presented due to COVID-19
- Moore Australia Corporate Finance were engaged to identify potential investors/buyers, analyse and model new bolt-on acquisitions, and assist in negotiating on behalf key shareholders





## THE ACTION

- 1. Finding the investor(s)**
- 2. Communicating the value**
  - Information Memorandum
  - Financial Model
- 3. Adding value**
  - Scenario Models
  - Investment Pipeline Analysis
  - Case Studies
- 4. Doing the deal**



# Benjamin Yeo



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Benjamin Yeo is the National Chair of the Moore Australia Corporate Finance Division. With fifteen years Corporate Finance and Equity Capital Markets experience including experience as an ASX Listed Company Director, Benjamin has an extensive local and global business network. Focussing on cross-border Lead Advisory including mergers & acquisitions, equity & debt capital raisings, strategic & feasibility advice, and divestment & sales, Benjamin is highly respected for his investment analysis and advisory experience.



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