

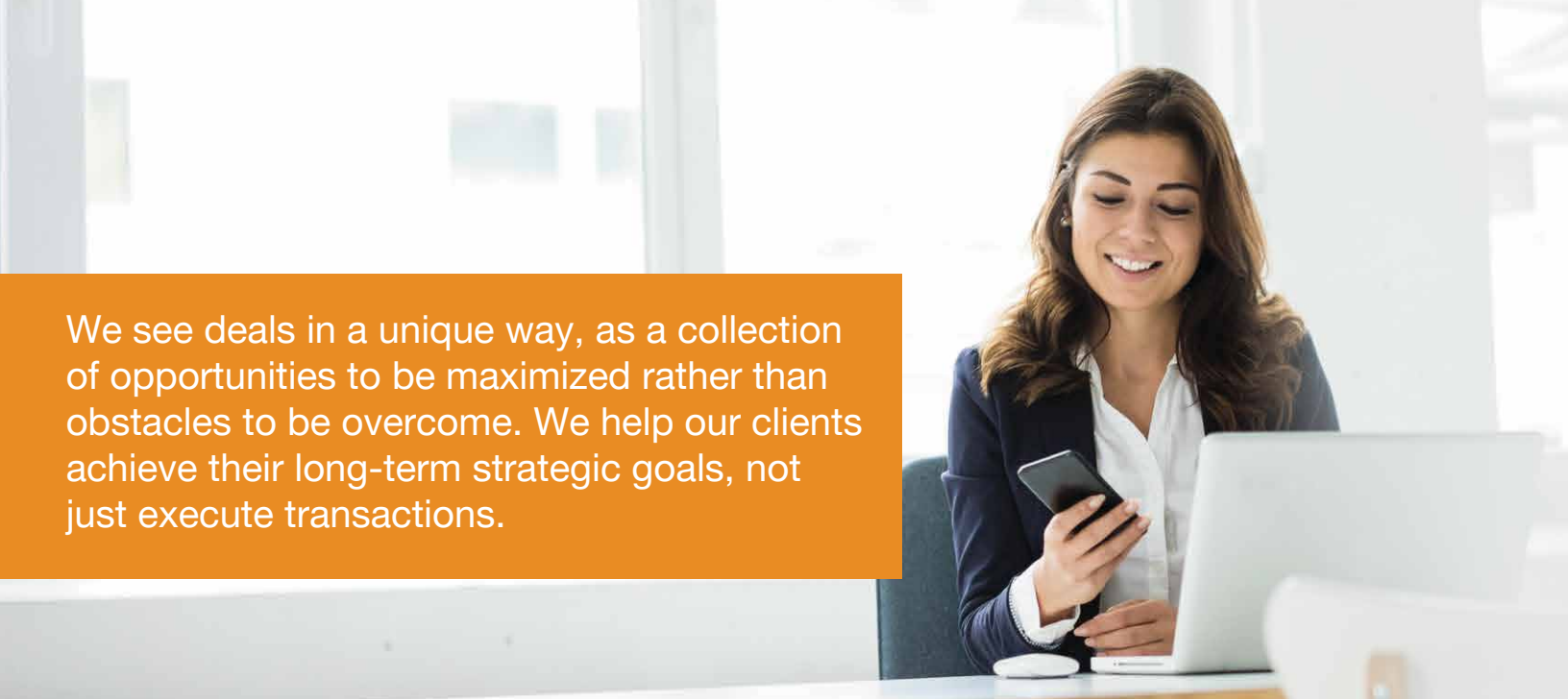


PwC's Deals

Generate value now and into the future

Optimizing deals from strategy through execution





We see deals in a unique way, as a collection of opportunities to be maximized rather than obstacles to be overcome. We help our clients achieve their long-term strategic goals, not just execute transactions.

Deals are an opportunity – for faster growth, stronger capabilities and dramatic transformation.

But harnessing this potential requires foresight that only comes from a deep fluency in strategy, investment banking advisory and deals, from start to finish. Whether you're looking to find new deals today or prepare for the future, PwC gives leaders the confidence and control they need to uncover opportunities, make smarter decisions and create value at any point in the deal.

Our work is informed by unique insights and extensive experience from every industry, sector and geography in the global PwC Network.

We deliver a wide set of coordinated capabilities—from both inside and outside of the deals practice—to help create and capture maximum value from a variety of deals, including acquisitions and alliances (domestic and cross-border), divestitures and spin-offs, capital markets events like IPOs and debt offerings, and bankruptcies and other business reorganizations. Advising on thousands of deals across all industries every year, we recognize patterns to help you anticipate and adapt to deal dynamics, and we equip you with the timely, data-driven insights you need for informed decision making.

Our practice is defined by a unique combination:

a deep understanding of both the broad strategic vision that helps guide your corporate strategy leading to a deal as well as the execution that delivers on it. We use our clients' overall business strategy to help navigate through complexity and reveal a clear path to results. We execute on the ground, helping you uncover opportunities—large or small—that can work to strengthen or speed up a deal and deliver lasting value.

Most important, we know that opportunity doesn't close with the deal.

In a fast-paced, complex business environment, we work continually and proactively to bring clients relevant ideas and knowledge about opportunities and how to capture and sustain long-term value. With insights for your entire business, PwC can help you stay focused on delivering your strategy in a changing world.

Deals are key to achieving your ambitions and driving your business forward. With PwC, and our network of over 15,000 deals professionals worldwide, you can own success at every turn.



Create possibility

Align strategy, capabilities, and new ideas to help see and capture deals opportunities that work

We use our global network to connect with deep local and sector-specific experience to help uncover new ideas, from strategy and investment banking advisory to execution and implementation. We look ahead and assess the implications of each decision holistically across your business.



Adapt with agility

Move ahead boldly with the right insights at the right time for the right deals.

We develop and use data and analytics to help our people uncover the paths forward. We understand and manage the complexity of deals—from valuation to operations to tax efficiency to regulatory requirements—to help drive better decision making.



Fuel your future

Harness and sustain ongoing value by anticipating what's next.

We adapt to your company culture and team needs to help make working together on deals more seamless and efficient. We are committed to your long-term performance, continually evaluating changing dynamics to help foresee opportunity and optimize deals.



**+15,000 deals
professionals worldwide**



We are aligned around your six most enduring needs

We help our clients identify and execute on the deals that accelerate their business strategy and generate value now and into the future. No matter where you are in a deal—from strategic planning to integration—we can jump in at any point with the global and sector experience to help guide you towards the right opportunity.



Deals Strategy and PwC Corporate Finance



Shape and execute a deal strategy that works in theory and in practice

Seizing opportunity depends not only on identifying the right deal for your strategic goals but also on moving with agility to capture value throughout a transaction.

PwC has a long legacy and unique perspective that helps you do both.

We take a holistic approach to help you develop your corporate and deal strategies, with a realistic perspective on what can work. We are dedicated to understanding your business so we can better help identify deals that deliver the results you need. To uncover unique opportunities to move your strategy forward, we tap into the collective knowledge of PwC on the ground around the globe. You work with professionals focused exclusively on deals in your sector, who bring together our people from investment banking advisory, strategy, tax, valuation and accounting to offer diverse perspectives on your business, your markets, and your industry.

To execute with clarity and control, we rely on the experience of our teams to help identify the true drivers of value at each point in the deal. Our goal is to capitalize on each opportunity to realize and accelerate the value you planned for through better execution of your strategic agenda across the entire deal life cycle.

Acquisitions



Identify the right target and capture hidden value throughout the merger and integration process

There are multiple ways to find the right acquisition targets to drive growth, from adding innovative capabilities and talent to looking into new sectors or regions. PwC can help you identify and prioritize the opportunities that are right for your unique business needs and help you deliver on them through execution and integration.

We do more than support your transactions. We work together to help you shape and control your overall acquisition strategy, tapping into PwC's global network to bring you new ideas for achieving your growth agenda. With deep experience in even the most niche sectors, PwC can help keep you a step ahead no matter how you're looking to grow. Whether it's determining the target that will fuel your strategic goals, ensuring cultural fit, knowing the right price or understanding the merged entity's expected value, we can help you envision an acquisition's full opportunity.

Once you've found the right target, we provide industry and functional know-how to help you navigate through each stage of the acquisition and beyond. We make sure you achieve the objectives of your deal by closely monitoring the early days of the integration, complementing your integration team with professionals of our own, and prioritizing the most promising value drivers. Our dedicated focus on executing the opportunities your acquisition set out to achieve means your business can get back to what it does best, sooner.

Alliances



Forge stronger partnerships that get you to market faster and enhance your competitive advantage

Building successful joint ventures or alliances requires a thorough understanding of both the specific sector you're entering as well as the broader economic landscape. PwC can help you think and act strategically to accelerate partnerships and enhance your competitive advantage.

We can help you create and manage a joint venture or alliance strategy that adapts with business trends so that you can build on your core capabilities in relevant ways and get to market faster. When you find the right partner, we help you structure your deal upfront for better results downstream. We help guide you from day

one through the intricacies of your new market, with the regional and industry insights from around the world that help enhance deal value at each point—from structuring through to exit.



Divestitures



Streamline your business to create a better path to value

When planning a spin-off or sale, you need a complete picture of its effect. PwC can help you meticulously plan and execute so you can increase the value of your portfolio and achieve your strategic goals.

We can help you create and build support for a disciplined divestitures strategy, using advanced analytics and data-driven insights to better model each part of the business to give greater visibility into where hidden value lies. This can provide the precision you need—even in uncharted territory—to move boldly towards a stronger position. We look ahead to measure what a separation can mean across your entire organization with teams that include professionals from every relevant practice area—such as tax, accounting, HR, and finance. We can help guide you at each step of the deal, from developing day-one readiness planning to post-separation transition, based on decades of divestiture experience. Together, we can help your strategy stay smoothly on course—and aimed at creating value.

Capital Markets



Access capital more strategically with objective and informed global guidance

To secure financing that fully supports your business strategy, you need a trusted partner who understands your business. With a holistic view of both your organization and the capital markets, PwC is uniquely positioned to help you create a strategic framework for making faster, more informed financing decisions.

Our capital market professionals from around the world provide independent insights on the strategic alternatives available throughout any type of transaction, in any sector, in any market, with any funding source. We aren't incentivized to make a deal go through, so you can trust the objectivity of our advice.

With extensive experience and deep regulatory knowledge, we can help guide you to the financing solution for your unique needs—even in the most niche situation. Working as a team—with your team—we can help you quickly uncover new ways to access capital, evaluate your options, and execute decisively to reach your strategic goals.

Crisis and Restructuring



Quickly diagnose and address areas of distress to pivot your organization towards a stronger future

In moments of distress there are opportunities to start rebuilding a stronger foundation. PwC can help you take control with speed and confidence, no matter the issue at hand.

We bring you together with a team of cross-functional recovery professionals with experience working through a wide range of crises, including bankruptcy, liquidity constraints, and underperforming businesses. Taking a holistic view of your organization, we help pinpoint the factors that are negatively impacting your business, evaluate the strategic and financial alternatives, and recommend an appropriate path forward.

From early detection to execution, we work by your side with a decisive, solutions-oriented mindset to help return you to building value for the future.

Take the next step to bring your future into focus

Identify and execute on the deals that accelerate their business strategy and generate value now and into the future. No matter where you are in a deal—from strategic planning to integration—PwC's Deals Practice can jump in at any point with the global and sector experience to guide you towards the right opportunity.



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