

Strategic Mechanisms

When the best option is a transaction

Act now to recover

Directors have a duty to plan for all possible outcomes when a business is underperforming, including transactions with third parties. In the right conditions, transactions can contribute to a successful turnaround or business rehabilitation.

The key is retaining control throughout the process. If your business is likely to be the target of a hostile takeover or aggressive demands from lenders, for example, it's essential that it prepares its defences in advance.

We can help you to **define a range of possible solutions and outcomes for stakeholders, demonstrating how each option could be implemented, over what timeline and the potential risks involved.**

Post transaction integration

Making sure your transaction delivers value

- Create a robust revenue and cost synergy case
- Design and implement combined operating models
- Establish a robust and tested integration
- Align leadership to capture deal value
- Drive cultural changes and integrations that motivate, retain and excite employees

Insolvency

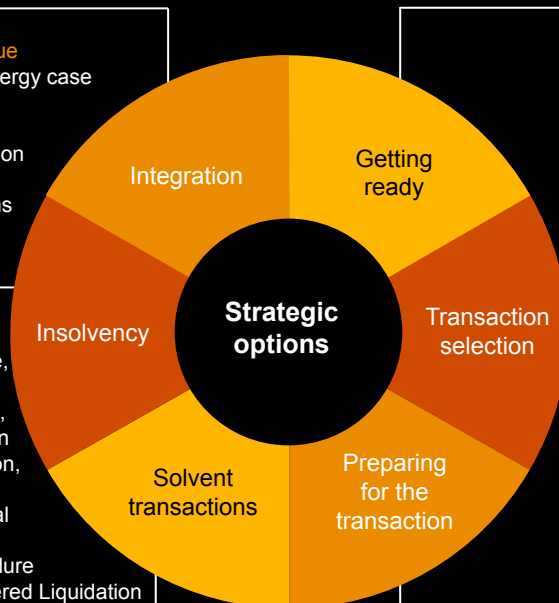
Formal processes to extract value

- Moratoriums and procedures available, such as:
 - **ADGM**: Receivership, Administration, Schemes of Arrangement, Liquidation
 - **DIFC**: Liquidation, CVA, Rehabilitation, Administration, Receivership
 - **KSA**: Protective Settlement, Financial Restructuring, Liquidation
 - **UAE**: Protective Composition Procedure, Restructuring Procedure, Court Ordered Liquidation
- Partial insolvencies of certain entities within a group

Solvent transactions

Mergers, acquisitions and other options

- Traditional / accelerated M&A
- Raising capital and debt through markets or funds
- Partial sales of assets or businesses, including portfolios
- Solvent wind-down and members voluntary liquidation
- Sales of shares through pledge enforcement
- Schemes of arrangement (depending on jurisdiction)



Preparing for a transaction

Getting the business ready

- We can help simplify or reorganise a business to make it attractive to potential purchasers
- Strengthening the management team
- Collating legal, financial and commercial information
- Preparing and stress testing a business plan
- Analysing and presenting data to showcase the business

Transaction selection

Choosing the right path and partner

- Analysis of options
- Analysis of third party acquirers or capital providers
- Comparison between options using valuations and entity priority models

Preparing for the transaction

Smoothing the process

- Contingency planning
- Project management
- Management coaching and briefings
- Support during negotiations

Our team



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