

TRANSACTION ADVISORY SERVICES

Warren Averett combines relationship-focused corporate values with deep technical strength and experience.

WHY WARREN AVERETT?



100+ transactions
per year



\$1M–\$500M
deal size



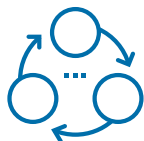
Global
reach



Team
approach



Relationship
focused



Seamless
execution



Deep technical
strength



Additional bench
strength

TRANSACTION ADVISORY SERVICES WE PROVIDE

DUE DILIGENCE (buy-side and sell-side)

For every deal, there are potential deal killers—things that will either keep the deal from happening or dramatically impact the deal terms. We work to identify these issues early in the process, before significant resources have been expended. Based on our findings, we can make the necessary adjustments to keep your transaction strategy on course.

In addition to risk identification and mitigation services, we perform buy-side or sell-side quality of earnings assessments which can provide increased confidence in the numbers and prevent delays and surprises.

VALUE CREATION

Transaction decisions are best made through careful preparation rather than reacting to circumstance. Our value creation advisors assess the quality of historical earnings, projections, working capital and operations.

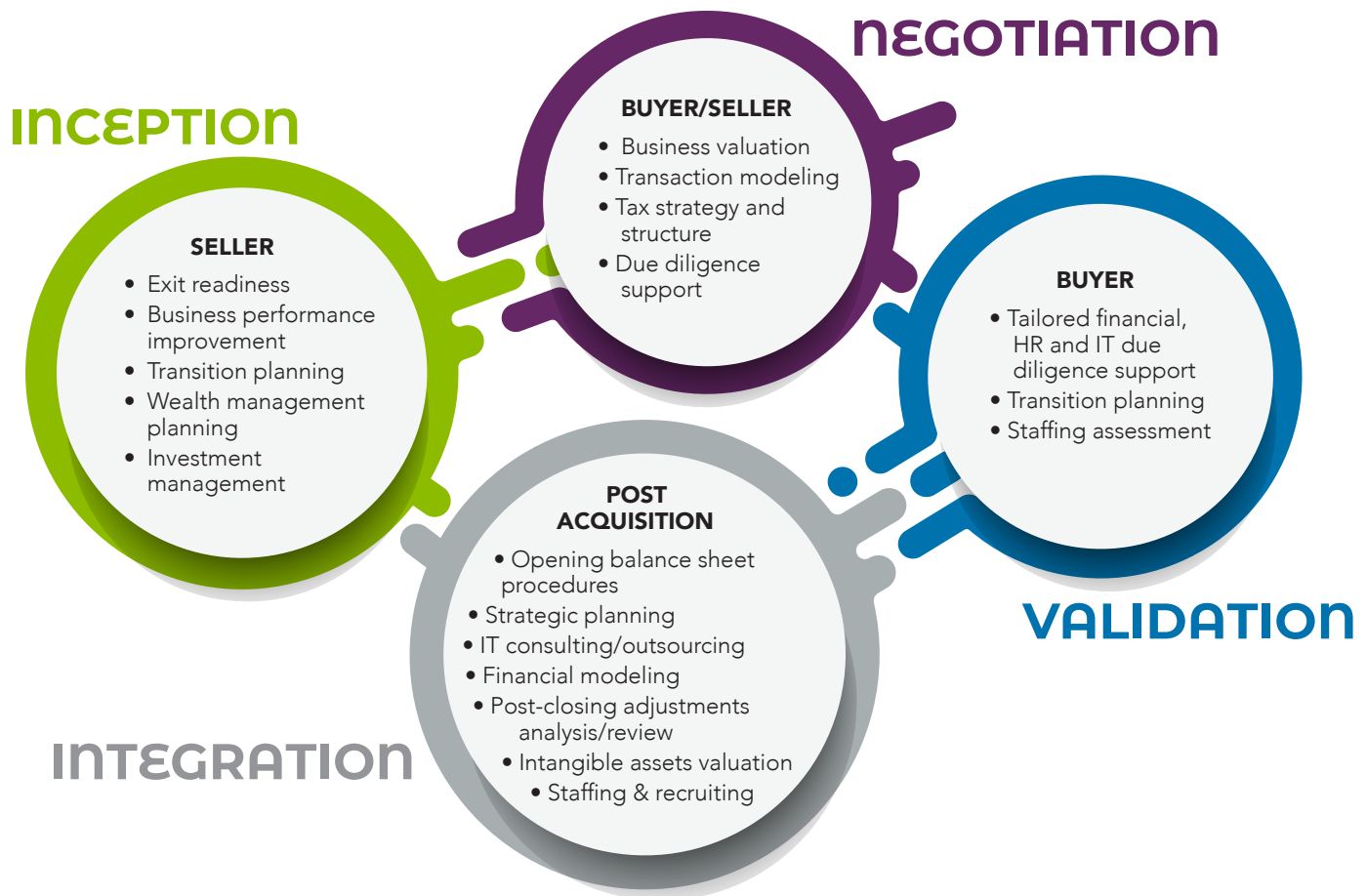
Well in advance of when a transaction may occur, we work with the business owners to identify strategies that will optimize value and help prepare them for the sale of the business, both personally and professionally.

POST-ACQUISITION INTEGRATION

Assimilating businesses with different histories and cultures inevitably creates challenges. Our advisors help acquirers with employee transfers, synergy identification, purchase price allocations, working capital adjustments, ongoing compliance, workforce reductions, constraints on moving assets, entities and people, as well as the timing and sequence of integration initiatives.

In partnering with Warren Averett's transaction advisors, you'll experience unrivaled service through our Firm's definitive standards of transparency, accuracy and integrity.

TRANSACTION ADVISORY PROCESS



OUR FOUR PILLARS OF SUCCESS

PRIORITIZATION

We focus on deal killers.

CUSTOMIZATION

A cookie-cutter approach is never an option.

COMMUNICATION

We communicate proactively and regularly.

PROACTIVE DEAL SOURCING

We provide introductions and matchmaking.

“ Warren Averett has been and will continue to be a critical player on our acquisition team. In this competitive M&A environment, their approach and process focus on our needs, prioritizing high-risk areas first. They provide a “build to suit” solution and know how to focus on the significant issues.

—Transaction Advisory Client ”

INDUSTRIES WE SERVE

- Aerospace and Defense
- Agriculture
- Business Services
- Construction
- Consumer Products and Services
- Education
- Food and Beverage
- Healthcare/Life Sciences
- Hospitality
- Manufacturing
- Professional Services
- Retail and Distribution
- Technology/Software
- Telecommunications
- Transportation

