

M&A Insights

Tips to avoid failed M&A deals

Traneko Insights

Studies show that more than 60% of all M&A deals destroy, rather than create, shareholder value. These are remarkably bad numbers that Traneko wants to drastically change.

Here are some concrete tips to avoid failed M&A deals, based on Traneko's experience from 600 transactions:

- Always start with a vetted and thought-through strategy that covers everything from the fundamental reasons to acquire to the implementation and execution of the integration.
- Make sure you have the right resources, skills, time and budget for all the M&A activities.
- Ensure effective project management involving all necessary management areas and transparency between all the stakeholder groups.
- Keep employees engaged and motivated by supporting them and letting them understand the reason to why the M&A activities are taking place.
- Always evaluate potential synergies with practice, e.g. start with a collaborative project between the companies or let selected areas within the organization discuss actual synergies in a workshop.

If you want to increase the possibilities of making successful M&A deals or to know more how Traneko can help you succeed with M&A, please contact us at www.traneko.se/contact/

This is
TRANEKO

100%
Success rate

5 Billion
Value creation

600
Transactions