



# Global Corporate Advisors

Audit / Tax / Advisory / Risk / Technology

Smart decisions. Lasting value.

# Your Global Alternative for Mergers & Acquisitions, Due Diligence, and Valuation Services

## **Are you making the best decision for your company's future?**

Many acquisitions fail to live up to expectations. The reasons range from poor deal structure, poor strategic fit, failure to identify problems with the quality of earnings, and overly optimistic estimates of synergies, to lack of an integration plan.

Evaluating a company in another country compounds these risks. You are dealing with a different language and cultural barriers; different business ethics, legal systems, filing regulations, and accounting principles; transfer pricing that affects taxation – and often government involvement.

But international deals often provide the best growth opportunities. They can offer improved returns from economies of scale, new target markets for existing products/services, access to commodity materials, and a hedge against seasonality.

Even savvy managements and private equity investors cannot know everything they should to make a deal successful, so they need an experienced international advisor.

## **A proven solution to help increase the success of your transaction.**

When conducting due diligence (including pre-initial public offering), buying or selling an operation, doing a business valuation, or structuring a deal, you need to understand the “real risks” as well as the opportunities. After determining a transaction is worth pursuing, you must create and execute a plan to ensure your objectives are met.

We have the expertise you need – conducting hundreds of corporate advisory transactions each year. We use integrated merger and acquisition (M&A) processes designed to deliver the value you seek. Your team leader – and single point of contact – is a professional with years of cross-border experience, supported by a specialist in your industry, and by local experts in each country the target company has operations. All of them have worked closely together before, and provide the information you need to create a successful result.

# Capitalise on a worldwide team of experts, tailored to your needs.

Our Global Corporate Advisors are a team of experts. As one of the largest professional services organisations in the world with member firms in more than 640 offices in more than 130 countries, Crowe has local expertise nearly everywhere you may be considering a transaction. In addition to our experience in your industry, we also have access to a global network of other professional advisors who can support your deal, including great connections in the banking, legal and technical communities, as well as local and national governments.

No matter the size of your transaction, you will receive the quick response and personal attention you cannot find with some of our competitors and will avoid conflicts of interest. You also will receive well documented, easy to understand reports throughout the process. Most importantly, you will work with a senior team of international professionals who really care about your success.

## Mergers and Acquisitions

- Corporate Finance Advisory
- Divestiture Advisory
- Financial Restructuring
- Private Placements and Capital Raising
- Recapitalisations
- Structuring of Management Buyouts

## Due Diligence

- Acquisition Strategy
- Deal Structuring
- Foreign GAAP Conversions
- IT Compatibility Reviews
- Negotiation Strategy Advice
- Integration Services
- Tax Consulting

## Valuation Services

- Equity Incentive Valuations
- Intangible Asset Impairment Studies
- Purchase Price Allocation Studies
- Shareholder/Corporate Planning
- Stock Redemptions
- Transfer Pricing Studies





## Contact Information

Level 21, The Prism,  
Business Bay, Sheikh Zayed Road  
P O Box 6747, Dubai, UAE

T +971 4 447 3951

F +971 4 447 3961

uae@crowe.ae

www.crowe.ae

🐦 : @croweuae

## Uniquely qualified to assist with your next transaction.

Working with our Global Corporate Advisors gives you access to an integrated team of cross-border professionals who also understand their local markets. They know how to share information on risks and opportunities that will help you complete a successful international transaction. And they provide this expertise at a reasonable price.

In addition to due diligence, M&A, valuation, and deal structuring, we offer multinational companies other services they need to be successful: assurance, benefit plan services, forensic services, performance consulting, risk consulting, international tax planning and structuring, and technology services.

Please visit [www.croweglobal.org](http://www.croweglobal.org) to learn more. Make your next acquisition one that does meet expectations.

### About Crowe Global

Ranked eighth largest accounting network in the world, Crowe Global has over 200 independent accounting and advisory firms in 130 countries. For almost 100 years, Crowe has made smart decisions for multinational clients working across borders. Our leaders work with governments, regulatory bodies and industry groups to shape the future of the profession worldwide. Their exceptional knowledge of business, local laws and customs provide lasting value to clients undertaking international projects.

[www.crowe.ae](http://www.crowe.ae)

#### Disclaimer:

Crowe Mak is a Civil Company registered with the Department of Economic Development in Dubai under Licence No. 101627, first issued on 1st December 1981. We are a member of Crowe Global, a Swiss verein ("Crowe"). We are the only full member firm in the UAE, representing Crowe Global. Each member firm of Crowe is a separate and independent legal entity. Crowe Mak and its affiliates are not responsible or liable for any acts or omissions of Crowe or any other Crowe member. We specifically disclaim any, and all responsibility or liability for acts or omissions of Crowe or any other Crowe member.

\*Source: the ranking is based as per the International Accounting Bulletin's publication, April 2018, Issue 584.

© 2019 Crowe Mak.