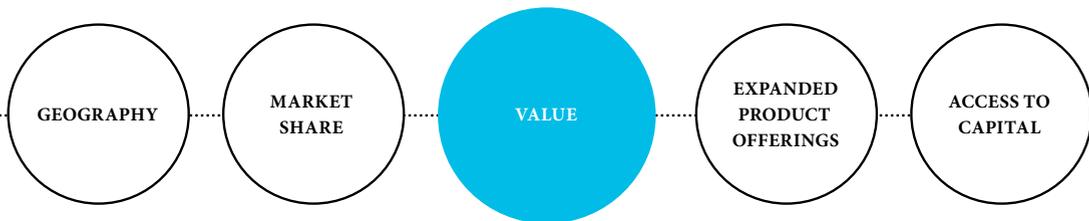


Putting the Value Back in Mergers and Acquisitions

Merger and acquisition activity has seen a steady recovery as the stockpiles of cash companies have on hand after the 2009 financial crisis become an avenue for growth. But with excess comes a tendency for waste, and when used as a growth strategy, many mergers and acquisitions fail to achieve the value potential at the outset of the deal.

Jabian Consulting recently completed a thorough survey of M&A professionals around the country to take their pulse about why deals succeed or fail, learn best practices for post-merger integration, discover how companies think about what defines success, and much more. The following is a snapshot of the insights from that survey, which is available at jabian.com/vimo.



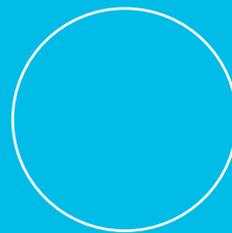
What About Value?

There are many reasons to buy or sell all or part of a company. Geography, market share, expanded product offerings, and access to capital are all reasons we heard from the survey. Very few people talked about value as a primary goal for doing a deal.



96 percent

of M&A professionals believe that nearly half of all deals return negative value.



100 percent

of surveyed M&A professionals believe their company greatly outperforms the industry as a whole across all aspects of M&A activity.



The degree of difference between how Buyers and Sellers think about various M&A activities:



Packed inside Jabian’s Value & Integration Management Office whitepaper are more than 61 insights and critical decision factors relevant to anyone on the buy or sell side of a deal.

Learn what more than **92 percent** of M&A professionals believe is the most likely post-purchase action to drain value from a deal.

Discover what buyers say is the number 1 cause for concern during post-merger integration.

Find out what critical information is not shared between due diligence and integrations teams more than two-thirds of the time.

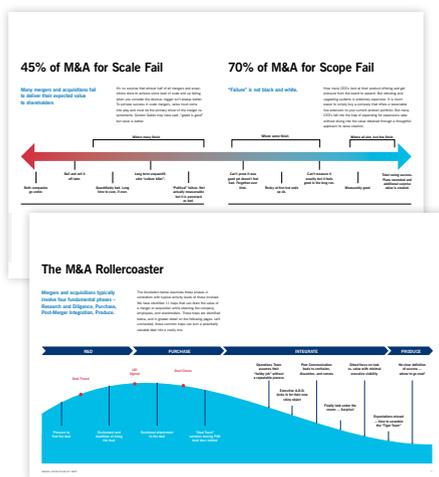
Understand what 2 out of 5 organizations lack that is a significant value drainer.

The degree of difference between how the most experienced M&A professionals and the least experienced think about various M&A activities:



Jabian’s Value & Integration Management Office (VIMO™) focuses on the most fundamental, yet often overlooked aspect of mergers and acquisitions — value. Whether you’re on the buy side, sell side, internal corporate staff, or outside investor, Jabian’s perspective on value-focused integrations can mean the difference between success and failure when doing deals. In the VIMO™ whitepaper you have access to:

- The top reasons why deals fail or succeed
- Critical differences between a buyer’s and seller’s post-merger goals
- A guide to avoiding the most common traps companies face during M&A activity
- A proven value-focused framework for approaching M&A activity from pre-purchase through post-merger integration
- Industry-tested benchmarks for your M&A and project management teams



Request your complimentary printed copy of Jabian’s Value and Integration Management Office (VIMO™) whitepaper by sending a note to journal@jabian.com or visit www.jabian.com/vimo for the digital version.