

MERGERS AND ACQUISITIONS (M&A)

Comprehensive advice for strategic decisions.



Carrying out an acquisition, sale, restructuring, or strategic investment can be a transformative opportunity... or an unnecessary risk. The difference lies in how it is carried out.

A 360-degree approach to every operation

- Comprehensive support to make decisions with confidence, reduce uncertainty, and maximize the real value of the transaction.
- Efficient structuring of the company through mergers, spin-offs, contributions of business lines, or other forms of corporate reorganization.
- Financial and tax advice with clarity, control, and precision.

Analysis and visibility to reduce risks

- Complete due diligence: legal, financial, tax, labor, ESG, etc.
- Clear reports designed to facilitate unambiguous decisions.
- Assistance in both purchase and sale processes:
 - **If you are buying**, we analyze whether the company is worth what it seems and its risks.
 - **If you are selling**, we help you optimize the value of your company.

Acompañamiento en cada etapa, incluso tras el cierre

- Expert assistance in negotiating and drafting contracts (such as SPA, SHA, executive agreements, etc.)
- Management of post-closing integration, tax adjustments, labor reorganization, and subsequent auditing.
- Protection of interests throughout the entire process.

Solutions for venture capital funds

- Personalized financial analysis and tailored legal solutions.
- Technical approach focused on maximizing transaction value.
- Deep understanding of timing, return, and fund strategy.

Stages of the sale

We transform your company into a strategic opportunity for the right buyer.

Selling your company is a momentous decision. At UHY Fay & Co, we offer you a structured process that

maximizes the value of your business and ensures a successful transaction.

Strategic preparation

- We organize and optimize your company to present it attractively to the market.
- We highlight your strengths and growth potential.

Accurate valuation

- We conduct a comprehensive assessment to determine the real value of your company.
- We base our analysis on financial and market criteria.

Identification of buyers

- We seek out and contact potential buyers who align with your company's objectives and values.
- We guarantee confidentiality and efficiency throughout the process.

Efficient due diligence

- We coordinate a detailed review of legal, tax, and financial aspects.
- We anticipate and resolve potential contingencies.

Negotiation and completion

- We accompany you in the negotiation of terms and conditions.
- We ensure that the final agreement reflects your interests and is formalized correctly.

This comprehensive approach provides you with security and control at every stage, facilitating an orderly and beneficial transition for all parties involved.

Acquisition stages

Acquiring a company is an opportunity to accelerate growth, diversify your business, or consolidate your market position.

For this decision to be truly strategic, you need reliable information, clarity at every step, and legal and financial certainty.

Clear definition of objectives

- You will establish precise search criteria aligned with your growth goals.
- You will be able to focus your resources on opportunities that truly add value.

Identification of opportunities with real potential

- You will have access to preliminary analyses that will help you identify companies that are compatible with your vision.
- You will avoid investing time in options that are not a good fit.

Secure management of initial contacts

- You will assess mutual interest discreetly and without compromising confidentiality.
- You will promote professional and orderly progress in relation to sellers.

In-depth analysis before deciding

- A comprehensive due diligence process will give you a clear picture of the risks and opportunities involved.
- You will be able to make informed decisions without any surprises.

Close the deal with guarantees

- You will negotiate clear and fair terms, with agreements that protect your interests.
- You will ensure an effective and smooth transition.

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Our Corporate Finance Advisory department offers services that enable our clients to execute purchase and sale processes aligned with their strategic objectives, using an efficient, secure, and value-generating approach.
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