MERGERS & ACQUISITIONS ADVISORY SERVICES

COMPREHENSIVE TRANSACTION ADVISORY FOR EVERY PHASE

Buying or selling a business is a monumental step that requires a partner with expertise and a commitment to your vision and success. At SEK, our transaction advisory services team delivers customized solutions that seamlessly guide your business into its next phase.

We offer a holistic suite of services designed to support buyers and sellers through all stages of their transactions—carefully crafting advisory, accounting, tax, and valuation services to address the financial and nonfinancial challenges that emerge at every step.

FOR BUYERS: A PATH TO STRATEGIC ACQUISITION

PRE-TRANSACTION:

- Strategic planning and due diligence
- Tax structuring
- Comprehensive purchase agreement support

POST-TRANSACTION:

- Dispute resolution
- Closing balance sheet validation
- Annual audit and assurance
- Tax compliance and planning
- Operational improvement
- HR consulting
- Retirement plan design and administration

FOR SELLERS: A PATH TO MAXIMIZE VALUE

- Tax-efficient exit strategies
- Sell-side advisory services
- Reverse due diligence
- Value enhancement strategies
- Financial reporting improvement

FINANCIAL DUE DILIGENCE

- **Financial Performance Analysis:** Gain a comprehensive understanding of your (or the target's) financial health, including quality of earnings/EBITDA adjustments, cash flow analysis, customer and supplier relationships, carve-out considerations, product and sales analysis, cost of goods sold and margins, non-operating items, overhead expenses, and related-party

TEAM LEADERS

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transactions.

- **Balance Sheet Integrity:** Evaluate working capital trends, asset quality, accrual and reserve exposures, capital expenditure needs, accounts receivable and collections, bad debt, and inventory age to ensure financial stability.
- **Tax Due Diligence:** Navigate the complexities of federal, state, and local tax landscapes, including tax structuring services, transfer pricing exposure, state tax nexus studies, tax contingencies, and opportunities for tax incentives.

BUSINESS VALUATION SERVICES

Alongside transaction advisory, SEK offers specialized business valuation services that provide essential insights—empowering buyers and sellers to make informed decisions throughout the M&A process.

PAVE YOUR PATH TODAY

With SEK, we understand how buying or selling a business sets the stage for future success. Contact us to learn how our transaction advisory services can make a difference in your next business venture.