MOORE

Transaction Services

# TAILOR MADE BUSINESS SOLUTIONS AT EVERY STEP OF THE WAY



The world is ever-changing and increasingly more complex. Companies strive to be smart, innovative and forward thinking. We provides in-depth technical knowledge and extensive industry experience to keep you in control and aware of issues as they arise, as well as providing the expertise that goes beyond the traditional transaction advisory services.

It takes steps to reach your goal. Whether your company is looking to raise development capital, make an acquisition, or undertake a joint venture, our Transaction Services team ensures you a success. At Moore, we customise solutions from your perspective. From financial and tax due diligence through valuation, we work with you at every stage to maximise the value of every business transaction you undertake.

## How can we support you?

Our Transaction Services team works closely with clients to understand their needs and to develop bespoke solutions to complex issues. Our services in different stages include:

**Step 1: Understand your transaction**

**Buy-side**
- Understand your target's background and business

**Sell-side**
- Understand your company's value & strength

**Step 2: Evaluate & execute your transaction**

**Buy-side**
- Independent assessment on your target's business

**Sell-side**
- Independent self-evaluation on your business

**Step 3: Post-transaction**

- Review and assess the strategy of executing the transaction
- Maximise the value captured from the transaction

## Step 1: Understand your transaction

### ASAPVal business ratings

An artificial intelligence-based system intends to combine technology and our own expertise to obtain preliminary valuations in a quick and affordable way.

### Market assessment and business overview

Market assessment can help you provide an analysis of gathered data and information to support your company's strategic issues.

### Project coordinator

It becomes essential to organise and coordinate throughout the whole transaction process from the pre-transaction to the post-transaction stages performed by different parties. Our services include:

- Act as a project coordinator to the stakeholders, support buy-side or sell-side and other external advisors

- Work out an appropriate plan for the transaction with the stakeholders and coordinate all related parties to work with the timetable
- Analyse and consider a proper transaction strategy with stakeholders

## Step 2: Evaluate & execute your transaction

### Commercial due diligence

Non-financial factors, like internal strategies, market development and industry competition, are highly related to business operation and performance. Our team can support the following services:

- Assess the market trend and development
- Analyse the competitive position in the corresponding industry
- Understand the strategic business plan in line with growth and development



### Financial due diligence

Financial due diligence is a critical aspect of transaction planning as it can affect the purchase price of a business or even the decision whether to proceed or not. Our due diligence approach aims to provide you peace of mind by identifying all the critical factors for which an informed decision can then be made.

Our experienced professionals focus on key risk areas and provide pragmatic and commercial insights. We take on a tailored approach to ensure your questions are answered. Our assignments are carefully led by our directors to ensure any key issues are identified at an early stage and no surprises are delivered at the end of the process.




### Tax due diligence and tax planning

Under a rapidly changing tax environment, understanding tax exposure and optimising tax opportunities are keys to any transaction. Our transaction tax professionals are well-equipped to support your transaction by offering the following services:

- Review and identify hidden and contingent tax liabilities
- Review on tax compliance status and identify tax non-compliance issues
- Analyse the tax risk and exposure
- Review and advise on the tax assumptions used in the financial forecast
- Review and advise on the tax related clauses in the Sale and Purchase Agreement
- Advise on a tax efficient structure for the transaction
- Advise on the applicable taxes on target after the transaction and ways to optimize the tax attributes
- Assist to remedy the tax issues identified during the tax due diligence
- Advise on exit strategy

### Valuation and modelling

Assessing assets and liabilities is increasingly complex, as businesses keep evolving nowadays.

A robust business valuation can help you undnderstand the real value of your business and to meet critical regulatory and accounting requirements. Our valuation team combines experience and technical skills to encounter complex valuation situations, through the following services:

- Business valuation analyses and estimates for strategic planning, corporate tax and investment decisions
- Capital allocation and risk analyses, including developing discounted cash flow models for investment decisions and project financing
- Intangible assets valuations for strategic planning, corporate tax and investment decisions
- Litigation support services, including advisory services on valuation and damages

## Step 3: Post-transaction

### Business process reengineering and operational due diligence

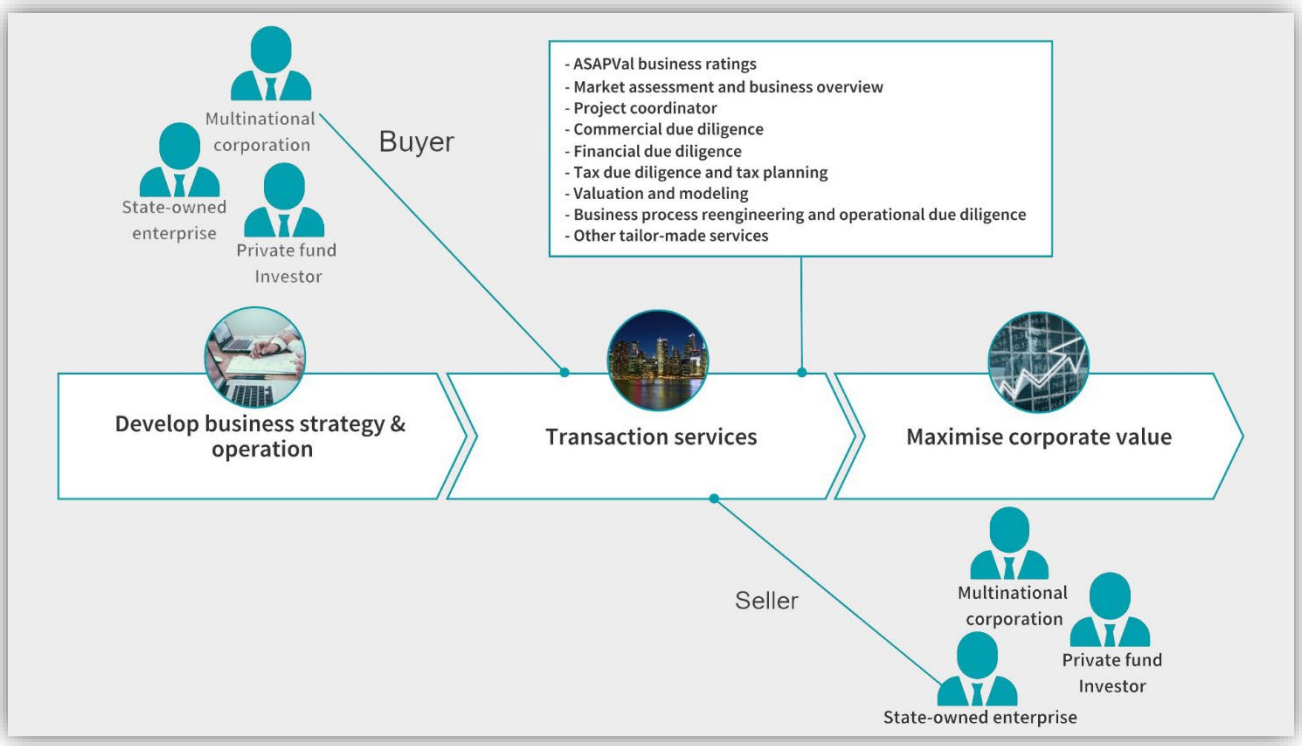
Effective business structure becomes a challenge for those speedily growing businesses due to lack of resource and expertise. Our professional team provides a full range of services:

- Evaluate existing operational processes and procedures through in-depth interview with key management
- Review internal compliance manual, policy, and procedures
- Review and evaluate the effectiveness of existing financial and approval structure
- Design and implement effective financial processes to deliver business strategies and growth
- Manage and design daily operating model and functions in line with the primary business lines
- Report factual findings and provide solution to the identified matterss

### Other services

Our integrated services are tailored to help clients grow and protect their businesses and ensure their prosperity. We also provide other services to suit different business needs of our clients after the transaction, such as:

- Accounting & administration
- Audit & assurance
- Company secretarial
- Corporate finance & valuation
- Employer's support & payroll
- Forensic & litigation support
- Governance, risk & internal audit
- Initial public offering
- Tax




## *Moore focus creating value with our client at every step of the way.*

**"We know that every transaction is unique, from selecting acquisition target to the business intergration stage, Moore walks you through at every steps with bespoke services and focus on your business objectives to maximise corporate value."**

## Why work with us?

- We are a global accounting and advisory network, with offices and member firms across the globe. Backed by our international network, we provide clients with all solutions and expertise they require, wherever they wish to do business in.
- Our team is composed of professionals with practical and solid knowledge and experience. They are charter holders or members of professional bodies such as HKICPA, CFA, CAIA and RICS.
- Our clients range from quoted companies and large private concerns to smaller owner-managed businesses, covering a wide variety of industry sectors. Through our extensive sector knowledge, we provide comprehensive advice to suit each clients goals.

**"We take in account of your size, capability and goal, offerring a flexible approach to fit in with your overall transaction strategy."**




## Our professional service team

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