

## Transaction Advisory Services

### Adding Value

Making the decision to buy or sell a business is one of the most important decisions a company will ever make. Due to the far-reaching ramifications of that decision and the complexity of mergers and acquisitions (M&A) transactions, it is important that experienced professionals dedicated to the M&A process advise on such transactions.

Anchin approaches due diligence with a dedicated team experienced in M&A transactions and backed by assurance and tax departments and an overall accounting firm with more than 500 people. We have a wealth of intellectual capital to draw upon to give our clients a clear understanding of the companies they are acquiring and selling and minimizing their risks.

### Expertise

When Anchin performs due diligence, you receive senior-level, industry/deal specific support from a dedicated group of M&A professionals. We have the flexibility your company will need with reasonable fees and a quick turnaround.

With a special focus on middle market transactions, our integrated team of financial and tax transaction specialists takes a multidisciplinary approach drawing from our in-house industry experts. Anchin's Transaction Advisory specialists maintain experience across a multitude of industries, including, among others:

- Consumer & Industrial Products
- Business Services
- Financial Services
- Manufacturing & Distribution
- Technology, Media & Entertainment

### Some Highlights of Our Recent Work:

**HumanCo**

has acquired



Provided financial diligence services on behalf of the buyer.

**Mondelēz**  
International

has acquired



Provided advisory support on behalf of the seller.

## \$200+ million

*Represented a software/SaaS company.*

Provided tax and financial diligence and QofE on behalf of the seller.

## \$100+ million

*Represented a defense services company.*

Provided diligence services on behalf of the seller, in their acquisition by a multinational Fortune 100 company.

## Financial & Accounting Due Diligence

We will provide you with clear insight into the target's historical financial performance, as well as assist in testing the assumptions and sensitivities related to its forecasted and projected results. Since Anchin has practice groups for a wide variety of industries, our specialists can also look beyond the numbers to understand the risks involved with an acquisition or sale.

### Evaluation

- Perform a Quality of Earnings review of the target company
- Evaluation of the target's quality of assets, working capital requirements, and indebtedness

### Analyze

- Analyze operational data utilized by target's management to run its business and to gain an in-depth understanding of key drivers of financial performance
- Analyze key customers and/or products regarding performance, trends, concentration, profitability, etc.

### Read/Review

- Read agreements and contracts in place and analyze the impact on the business
- Review of company's budgets and/or projections

### Additional

- Evaluation of any other information or documents that could affect the financial performance of the companies such as employment agreements, leases, contracts, revenue back-log, legal invoices, etc.

## Tax Due Diligence

Our tax department will determine if the company properly filed its taxes in a timely manner and with the proper jurisdictions. We will also check for material discrepancies. Once the taxes are properly accounted for, we will be able to tie potential tax liabilities or benefits into the overall deal structure.

- Review of the tax filings and other tax issues relating to the specific business and its operations
- Review of payroll tax filings, compliance, and evaluation if additional filing requirements are necessary
- Review of sales tax filings and compliance
- Review of income tax filings, evaluation of tax positions taken, and other options that may be available for reducing income taxes
- Evaluate if filings may be required in other states or local tax jurisdictions
- Review of prior tax examinations and impact on future operations
- Other matters that may require additional filings

## Your TAS Team



### MICHELE HARLAN, CPA, MBA

Partner & Leader —  
Transaction Advisory Services  
michele.harlan@anchin.com  
212.840.3456



### GREG A. WANK, CPA, CGMA

Executive Partner & Leader —  
Food & Beverage, Branded CPG  
greg.wank@anchin.com  
212.840.3456

