

Mergers & Acquisitions



Our M&A service is structured to enable businesses add or preserve value by identifying and taking full advantage of opportunities to buy, sell, partner, and fund or fix a company. Bridgewater offers flexible and intelligent M&A support to clients, providing a full range of financial advisory services to execute transactions that align with strategic objectives.

Growing a business through M&A requires the right level of expertise to navigate through the complex transaction processes. Bridgewater works with clients to identify, execute, and implement growth strategies which align with corporate objectives and achieves desired synergies.

Our M&A team combine a global mindset and local experience with deep sector knowledge and superior analytic tools to help businesses on both sides of the transactions, aligning deals with strategic objectives, identifying key risks through robust due diligence, and supporting negotiations to achieve desired outcomes.

Typical situation in which you may require our assistance

- You seek to enter new markets by acquiring an existing market player.
- You have identified a key target that will enable you capture value and enhance market share and profitability.
- You wish to acquire a key supplier to secure input supply chain.
- You wish to increase your product range to increase revenue and meet growth expectations.
- You wish to sell part of or the entire business to a strategic buyer.

For more information, please contact:



Prosper D. Melomey
Partner

Investment Banking
+233 20 421 3333
pmelomey@bridgewatergh.com



Anuonyam N. Asamoah
Senior Manager

Investment Banking
+233 59 380 1918
aasamoah@bridgewatergh.com

Our M&A Services

Buy Side Services

Bridgewater provides clients with a coordinated and strategic approach across the buy-side lifecycle targeted at successfully navigating the complexities of acquiring a business. We support our clients through key decision points in the transaction process; from identifying the right opportunities at the right price, to evaluating risks, accessing acquisition financing, through to integration of operations.

- Assisting management to establish acquisition goals and criteria
- Targets search and screening
- Indicative valuation and financial modelling
- Bid preparation
- Financial & Commercial due diligence
- Evaluating and arranging financing alternatives
- Transaction structuring, tactics and negotiations
- Co-ordinating legal and other advisers to work towards a successful and timely completion

Sell Side Services

Whether you plan to sell all or part of your business, each decision counts. As an objective advisor, we will guide you through every step of the transaction process. Our team will assist you analyze transaction risks and opportunities, identify potential buyers, create a competitive bidding environment that maximizes the sale price, and execute deals that support your long-term business plans with minimal disruption.

- Identifying and validating prospective buyers
- Establishing realistic price expectations and valuation parameters
- Preparing a focused information memorandum
- Leading negotiations and guiding the transaction through to closure
- Minimising vendor exposure
- Advising on separation planning
- Assistance with post-transaction obligations

