Mergers and acquisitions

tender offers

purchase of assets,management acquisitions

company purchases

acquiring firm

Accretion, Acquirer, Amalgamation

Asset Deal

Purchase &Sales Contract

Acquisition strategy

acquisition criteria

Forward Integration

Fully Diluted Shares Outstanding

acquisition planning

Backward Integration

Bootstrap Effect

Horizontal Integration

Hostile Takeover

Identifiable Assets

Merger/Statutory

Cash Consideration Pro Forma Shares Outstanding Purchase Price Allocation

Restructuring Charges

Revenue Enhancements

Sensitivity Analysis

Share Exchange Ratio

Share Issuance Discount

Share/Stock Deal

Stock Consideration

Takeover Premium

Timing of Synergies

Volume Weighted Average Price

VWAP

Compensation Manipulation

Conglomerate

Debt Issuance Fees

Fair Value Adjustments

Economies of Scale Economies of Scope Equity Issuance Fees

merger of equals.

purchase deal

Acquisition of Assets Congeneric mergers:

Horizontal merger: Vertical merger Conglomeration

Market-extension merger Product-extension merger Conglomeration

Purchase Mergers

Consolidation Mergers

Price-to-Earnings Ratio (P/E Ratio)

Enterprise-Value-to-Sales Ratio (EV/Sales)

Discounted Cash Flow (DCF)

free cash flows

weighted average cost of capital (WACC).

competitive strategies

Horizontal integration and vertical integration

M&A Glossary – Takeover Strategies

Black Knight

Creeping Takeover

Dawn Raid

Godfather Offer

Tender Offer

Toehold Position

Crown Jewels Defense

Dead-hand Provision

Golden Parachute

Greenmail

Killer Bees

Lobster Trap

convertible securities

Pac Man Defense

Poison Pill

Poison Put

Sandbagging

Scorched Earth Policy

Supermajority Amendment

White Knight Defense

White Squire Defense

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Closing and integration of the acquisition

Hard synergies

Soft synergies

Accretion and dilution

M&A Complexity

Pro-Forma EPS

Strategic rationale

Capital expenditure—CAPEX

Capital asset pricing model

Confidential information memorandum (CIM)

Divestiture

Indication of interest (IOI)

Letter of intent (LOI)

Leveraged buyout

Liquidation value

Net book value of assets

Net cash/Net debt deal

Post-money valuation

Pre-money valuation

Recapitalization