

Law Firm Mergers Taking A Strategic Approach

The legal, financial, and business primer to the M&A process Mergers and Acquisitions offers accessible step-by-step guidance through the M&A process to provide the legal and financial background required to navigate these deals successfully. From the initial engagement letter to the final acquisition agreement, this book delves into the mechanics of the process from beginning to end, favoring practical advice and actionable steps over theoretical concepts. Coverage includes deal structure, corporate structuring considerations, tax issues, public companies, leveraged buyouts, troubled businesses and more, with a uniquely solution-oriented approach to the M&A process. This updated second edition features new discussion on cross-border transactions and "pseudo" M&A deals, and the companion websites provides checklists and sample forms to facilitate organization and follow-through. Mergers and acquisitions are complex, and problems can present themselves at each stage of the process; even if the deal doesn't fall through, you may still come out with less than you bargained for. This book is a multi-disciplinary primer for anyone navigating an M&A, providing the legal, financial, and business advice that helps you swing the deal your way. Understand the legal mechanics of an M&A deal Navigate the process with step-by-step guidance Compare M&A structures, and the rationale behind each Solve common issues and avoid transactional missteps Do you know what action to take when you receive an engagement letter, confidentiality agreement, or letter of intent? Do you know when to get the banker involved, and how? Simply assuming the everything will work out well guarantees that it will—for the other side. Don't leave your M&A to chance; get the information and tools you need to get it done right. Mergers and Acquisitions guides you through the process step-by-step with expert insight and real-world advice.

A Step-by-Step Legal and Practical Guide Getting mergers and acquisitions transactions successfully completed requires an understanding of the legal framework, negotiating points, and practical aspects of each stage of the deal. Part legal primer, part business and negotiating primer, Mergers and Acquisitions: A Step-by-Step Legal and Practical Guide provides comprehensive and understandable advice for management, investors, legal and business professionals, and law and business school students. Providing expert guidance on the legal frame-work, deal points, and practicalities at each stage of an M&A transaction, Edwin L. Miller, Jr. explores the M&A process from beginning to end, including: Corporate finance fundamentals Critical early steps in the acquisition process How to structure transactions to achieve the best economic result Tax considerations for both buyers and sellers Key and often-misunderstood provisions in the definitive acquisition agreement Acquisitions of public companies—what's different Leveraged buyouts and acquisitions of troubled businesses Mergers and Acquisitions is a must-read whether you're a legal or business professional, an entrepreneur, an investor, or a law or business school student. The book will also be extremely useful to international lawyers and businessmen who need to understand the M&A practices in the United States that are being increasingly adopted around the world. Praise for Mergers and Acquisitions "Buyers and sellers both hope to be winners in an acquisition. But at the negotiating table, there is only one winner for each point and winning may mean a significant change in the deal economics. The insights in this book are crucial for both buyers and sellers and lay out the rationale for both sides of all of the money issues and other important deal points." —Todd Koopersmith, Vice President, Business Development, Iron Mountain "This book will help M&A professionals get up to speed on a wide range of deal points. It explains the legal background and transaction structuring issues in M&A transactions that every investment professional must know." —Gregory Burkus, founder and partner, Shasta Partners "This book is an essential resource for business people, and the lawyers and other professionals who advise them, to develop a real-world understanding of how the M&A

process works. More importantly, it explains why specific deal structures, contractual terms and diligence procedures are used." —Jonathan Wolfman, Partner, WilmerHale, Boston "As U.S. M&A concepts, documents and practices become increasingly adopted internationally, this book will be an invaluable resource. It provides an excellent overview of the entire area, and is easily understandable by corporate executives and lawyers outside the United States." —Leo Specht, founder, Specht Rechtsanwalts-Gesellschaft mbH, Vienna, Austria

Law firm valuation is a topic that has not gained strong attention in the past. While different practitioners have formulated rules of thumb for small law firms, only one US magazine has attempted to place a value on large law firms. Accordingly, this thesis dedicates itself to shedding light on the topic of the valuation of both small and large law firms. Based on a broad variety of literature including lawyer newspapers as well as a number of expert interviews, the thesis will first lay out what characterizes a law firm, followed by providing an overview of common valuation standards. Their applicability to law firms is reviewed and conflicts are outlined, before the valuation of law firms is discussed in the main part. This thesis shows that the available literature on the valuation of small law firms mainly focuses on revenue or profit multiples, taking a range of secondary factors into account. For large law firms, various sources have confirmed that partner profit is the key number when it comes to law firm mergers, and the book of business for lateral hires. Even though some tax authorities base their valuations of law firms on their substance value, this thesis follows an approach acknowledging the existence of not only professional but also practice goodwill. The thesis concludes with a formula for the valuation of large law firms based on profit multiplied by a number that is based on a variety of parameters, such as brand, location, partner structure and further factors brought up during the course of the thesis.

Provides an overview of the laws of selected countries in North and Latin America, Europe, Asia, and former Commonwealth countries. Includes United States.

In Wall Street lingo, tombstones are the black-bordered newspaper notices of corporate mergers. Lederman, who created the recapitalization technique while a partner at Wachtell Lipton, presents richly detailed stories from the takeover wars of the 1980's, informed by his intimate knowledge of the strategies and personalities involved.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experienced partner in the leading international law firm K&L Gates provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in Hong Kong. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Hong Kong. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com under Corporate Acquisitions and Mergers.

Strategies for Law Firm Mergers and Acquisitions is an authoritative, insiders perspective on best practices for successfully executing a law firm M&A. Featuring managing partners and chairs from some of the nations leading law firms, these experts guide the reader through understanding the primary motivators of a law firm M&A, formulating a negotiation strategy, and minimizing risks. From analyzing deal structures to understanding the relationships of the various parties involved, these leaders offer expertise on maintaining company culture, evaluating potential liabilities, and assessing corporate governance. These top experts offer a

clear understanding of the drivers of a law firm merger and acquisition, including acquiring new practice areas, introducing a firm to new geographic markets, and maximizing staff expense savings. Additionally, these top lawyers give tips on integrating the firm, establishing management structures, and analyzing compensation. Finally, these experts evaluate the role of the managing partner, forecast unforeseen complications, and identify the important laws involved. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts around the keys to navigating an increasingly-enforced and ever-changing area of law.

The last ten years have been a period of extraordinary change for law firms. The rapid growth of corporate law firms and the emergence of global mega-firms have strained the traditional partnership model of management. Some managers of law firms are appalled at the creeping 'corporatism' that they fear may result. However a growing number believe that it is time to move on and adopt more contemporary forms of structure and management. In *Managing the Modern Law Firm* scholars and legal practitioners examine the latest insights from management research, to enable law firms successfully to meet the challenges of this new business environment.

In good markets or bad, reverse mergers play a key role for companies that want to avoid the IPO route for going public. Since the successful first edition of *Reverse Mergers* was published in 2006, the economic and regulatory landscape has changed. Executives, owners, lawyers, accountants, professional investors, regulators, and others need to know what those changes mean for reverse mergers. Reverse-merger expert David Feldman gives an overview of the most important changes since the previous edition was published: new SEC regulations, the changing nature of SPACs (Special-Purpose Acquisition Company), and the emergence of new instruments called WRASPs (WestPark Alternative Senior Exchange Process). The book includes a new chapter on China, and the "Experts Speak" chapter features all new interviewees. David Feldman is one of the country's leading experts on reverse mergers, self-filings, and other alternatives to IPOs. His firm has guided hundreds of companies on going public, advising them on structure and mechanics, financing, due diligence, regulatory issues, and more.

Talking mergers and acquisitions for small- to mid-sized companies can sound exciting as the architects behind the deals are wide-eyed with effective growth strategies. But these complex transactions carry significant risk, no matter how simple or appealing they may look on the outside, and it is absolutely vital for all involved in the deal to make sure they are guarding themselves against costly mistakes that have been the downfall for many leaders and organizations before them. Complete with expert advice, case studies, checklists, and sample documents, *Mergers and Acquisitions from A to Z* walks you through every step of the process--from valuation to securities laws to closing and successful integration. Updated with the latest trends and regulatory developments, the fourth edition explains further how to conduct due diligence, calculate the

purchase price, understand the roles and risks for boards, and more. When done correctly and cautiously, while fully educated on all avenues of the process, your company's next merger or acquisition should be an exciting, profitable time as you take steps to eliminate rivals, extend territory, and diversify offerings. But you must first be prepared! Don't make another deal without this trusted resource and its strategic and legal guidance by your side.

Current Issues & Trends in Law Firm Mergers & Acquisitions is an authoritative, insiders perspective on navigating successful law firm M&As. Featuring partners and chairs from some of the nations leading law firms, these experts guide the reader through understanding the driving motivations of recent law firm mergers and acquisitions. From classifying the basic components of law firm M&As to evaluating important rules and laws, these leaders offer techniques for maximizing global presence, executing negotiations, and analyzing business strategies. Additionally, these top lawyers give tips for executing an integration plan, preparing for financial compatibility, and establishing and managing company culture and values. Finally, these experts discuss strategies for minimizing risk, forecasting unforeseen complications, and identifying the roles of key players such as managing partners and consultants. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts around the keys to successful law firm mergers and acquisitions.

Being an M&A practitioner or litigator requires not only a knowledge of the law--the statutes, cases, and regulations--but also the documentation and the practices within the transacting community. This book prepares students for practice. The second edition includes, and explains, deal documentation, and discusses how negotiations proceed, referencing both the relevant law and transacting norms. It covers Federal and State law, as well as other relevant regulatory regimes involving antitrust, national security, FCPA and other issues. It has questions designed to get students to understand the law and the underlying policy, and problems to get students familiar with transaction structuring.

Tournament of Lawyers traces in detail the rise of one hundred of the nation's top firms in order to diagnose the health of the business of American law. Galanter and Palay demonstrate that much of the large firm's organizational success stems from its ability to blend the talents of experienced partners with those of energetic junior lawyers driven by a powerful incentive—the race to win "the promotion-to-partner tournament." This calmly reasoned study reveals, however, that the very causes of the spiraling growth of the large law firm may lead to its undoing. "Galanter and Palay pose questions and offer some answers which are certain to change the way big firm practice is regarded. To describe their work as challenging is something of an understatement: they at times delight, stimulate, frustrate and even depress the reader, but they never disappoint. *Tournament of Lawyers* is essential to the understanding of the business of the big law

firms."—Jean and Colin Fergus, *New York Law Journal*

Anatomy of a Merger is a guide to handling a corporate acquisition negotiation successfully. Topics include the basic acquisition agreement; bargaining techniques applicable to substantive issues, and more.

Derived from Kluwer's multi-volume *Corporate Acquisitions and Mergers*, the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experienced partner in the leading international law firm Lubis Ganie Surowidjojo provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in Indonesia. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. *Corporate Acquisitions and Mergers* is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Indonesia. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com under *Corporate Acquisitions and Mergers*

Derived from Kluwer's multi-volume *Corporate Acquisitions and Mergers*, the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experienced partner in the leading international law firm Singhanian & Co, LLP provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in India. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. *Corporate Acquisitions and Mergers* is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in India. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com under *Corporate Acquisitions and Mergers*.

As a result of Brexit, and the subsequent move by companies and organisations from London to continental European capital cities (eg. Amsterdam, Frankfurt, Paris), as well as further globalisation and analysis of referral work, international law firms have made it a strategic priority to expand their capabilities and to enter new markets. They can do so by merging with or taking over a national independent law firm, via lateral hires and/or by the onboarding of teams. Each of these strategies requires a thorough approach and methodology. *Strategies for Growth in Law Firms*, coordinated by Gerard Tanja and Robert van Beemen of Venturis Consulting, explores some of the crucial elements relating to international growth strategies in the legal sector: law firm mergers, market entries, the onboarding of teams, and the development of international referral strategies. It includes coverage of: *Which strategies international firms pursue with a market entry; *How they identify and assess the (potential) candidate firms; *How they

ensure they hire the right teams; and*What national independent boutiques (as popular candidates) take into consideration when merging with an international firm.It provides in-depth insights, practical tools and case studies regarding the methodologies, execution and implementation of growth strategies for law firms, as well as an overview of the developments in the various international legal markets (Europe, Asia, Latin-America) and of the different international growth strategies pursued by international law firms, the Big 4 and alternative legal service providers, including the implementation of these strategies (post-merger integration).This title will be of use to both international law firms and national boutique firms in the US, UK, EU and Asia. It provides valuable guidance for managing directors, business development directors, partners and managers responsible for the development of the international network of law firms, and general counsel will also find it beneficial.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers,the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experienced team of lawyers from the leading international law firm Kinstellar Belgrade provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in Serbia. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergersis an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Serbia. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com. under Corporate Acquisitions and Mergers.

Rhae Elliott and her husband Keith did what most of us imagine doing when watching the TV programmes telling the stories of people who sell up and leave all familiar things to start life in a new country. They made the decision to move to Central France making the dream of a life abroad a reality. After several visits investigating different areas of France they bought a wonderful 200-year-old farmhouse and dilapidated cottage in the Berry Creuse region. Here they began a new life. In a year they redecorated the farmhouse, renovated the cottage and ran a successful holiday business. The story tells of the necessary steps to get health cover, problems with local builders and dealings at the Maire. It tells of marathon lunches and drinking copious quantities of wine whilst trying to keep up with their French hosts. It continues with tales of the problems they got themselves into when visiting local fetes and brocantes. It explains the difficulties encountered mastering the language and the way the British network to help each other in a Foreign Land.

Written by a leading consultant in the field who has advised in over 60 law firm mergers, this title combines real life feedback with expert guidance.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by highly experienced partners in the leading international law firm TEDER provides a concise, practical analysis of current law and practice relating to mergers

and acquisitions of public and private companies in Estonia. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Estonia. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com. under Corporate Acquisitions and Mergers.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experience partner at the leading international law firm Slaughter and May provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in the United Kingdom. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in the United Kingdom. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com. under Corporate Acquisitions and Mergers.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experienced team from the leading international law firm Lexcel Partners, Attorneys-at-Law (A Member of Lexgroup) provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in Taiwan. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Taiwan. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com under Corporate Acquisitions and Mergers.

To meet the increasing demands for transparency and efficiency in the deal process and predictability of legal costs in M&A, this new guidebook contains tools to help M&A lawyers streamline and manage transactions, without overlooking important matters or compromising the quality of their legal services. Complete with practical guidance from veteran M&A practitioners, this valuable resource outlines each step of the M&A process, from "Pre-Deal," "Deal," to "Post-Closing," offering insight to help deal lawyers effectively scope, plan, manage, and execute M&A deals. It contains downloadable checklists, forms, and tools that lawyers can customize to implement legal project management in their M&A practice.

This book provides the reader with an explanation of the market forces driving increased competition in the legal profession that has raised the overall interest in mergers and often

precipitated law firm mergers. At the same time caution is given against merger being seen as a strategy, instead of a means by which a strategy can be implemented. A review of the development of a strategy and the reasons to merge and not to merge are also discussed in this context.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experienced partner in the leading international law firm Freshfields Bruckhaus Deringer provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in Vietnam. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Vietnam. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com under Corporate Acquisitions and Mergers.

In this new book Seung Chong draws together issues in China such as transaction structure and process, investment restrictions and merger control, and focuses on practical issues such as the representations and warranties that are typically given in an acquisition.

This book is a valuable resource for information on things to consider before and during the process of buying, selling, closing, and merging a law practice. The guide provides advice and tips on: the advantages of buying and selling a law practice; the ethical aspects of acquiring a law practice; valuation of a law firm; tax consequences of retiring a partner's interest in a law firm taxed as a partnership; merging law firms; selling a niche practice; business responsibilities in closing a law practice; the ethical aspects of winding down a law practice; file preservation; and ending client and employee relationships. The guide includes handy checklists, forms, and sample letters as well as several Rules from the ABA's Model Rules of Professional Conduct.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experienced partner in the leading international law firm DLA Piper provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in Belgium. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Belgium. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com. under Corporate Acquisitions and Mergers.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by a highly experienced team of lawyers in the leading international law firm Allen

& Gledhill LLP provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in the Singapore. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Singapore. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com under Corporate Acquisitions and Mergers.

A comprehensive introduction to today's M&A strategies *Make the Deal* is a direct and accessible guide to striking a powerful M&A deal. Merging business, finance, and law, this insightful examination of M&A strategy is designed to help you understand M&A negotiations and the ways in which the final outcome affects your financial future. A general overview of an acquisition agreement framework segues into a more detailed discussion of different deal structures, including stock sales, mergers, asset sales, and complex structures, giving you the information you need to know when each one applies best in practice. You'll gain insight into real-world negotiations and the delicate balancing act that occurs as each party attempts to maximize value and minimize risk, and learn the potential pitfalls that can occur. Negotiation statistics and samples from actual contracts back the war stories throughout, and reinforce the idea that there's no single perfect solution. As a topic of study, M&A is constantly evolving; in practice, it changes at the speed of light. Staying ahead of the market is the single most critical element of making the best deal, and the strategy that worked for one deal most likely won't work for the next. Instead of simply providing a list of strategies that have worked in the past, this book shows you why they worked, so you can tailor your strategy specifically to your next deal. Learn how M&A contract terms affect economic outcomes Examine the techniques and mechanics of today's acquisition agreements Develop a legal framework that supports your business strategy Follow the ups and downs that arise in real-world cases A successful M&A transaction requires both attention to detail and a big picture view, combined with skill, intellect, and ingenuity. *Make the Deal* brings it all together to show you how to run the table and come away with a win. Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by highly experienced partners in the leading international law firm K&L Gates provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in Hong Kong. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in Hong Kong. Equivalent analyses of M&A law

and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com. under Corporate Acquisitions and Mergers.

Derived from Kluwer's multi-volume Corporate Acquisitions and Mergers, the largest and most detailed database of M&A know-how available anywhere in the world, this work by highly experienced partners in the leading international law firm R&P China Lawyers provides a concise, practical analysis of current law and practice relating to mergers and acquisitions of public and private companies in China. The book offers a clear explanation of each step in the acquisition process from the perspectives of both the purchaser and the seller. Key areas covered include: structuring the transaction; due diligence; contractual protection; consideration; and the impact of applicable company, competition, tax, intellectual property, environmental and data protection law on the acquisition process. Corporate Acquisitions and Mergers is an invaluable guide for both legal practitioners and business executives seeking a comprehensive yet practical analysis of mergers and acquisitions in China. Equivalent analyses of M&A law and practice in some 50 other jurisdictions, all contributed by leading law firms, are accessible on-line at www.kluwerlawonline.com under Corporate Acquisitions and Mergers.

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