



The Role of AI and Data-Driven Strategies in Shaping the Future of *Mergers & Acquisitions*



Artificial intelligence and advanced data analytics are reshaping how mergers and acquisitions (M&A) are conducted.

From identifying acquisition opportunities to improving post-deal processes, AI introduces accuracy and precision. As transactions grow more intricate, these methods are becoming essential for effective decision-making.

AI in the M&A Lifecycle

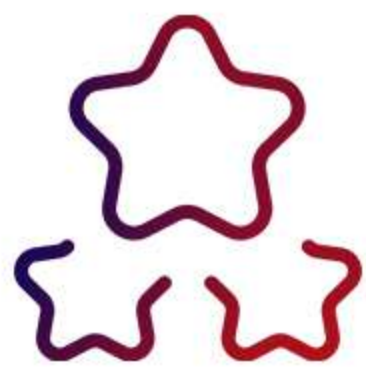


Identifying Opportunities

AI tools evaluate extensive datasets to pinpoint acquisitions that align with business goals, considering market conditions and competitor metrics.

Conducting Reviews

Automated systems examine legal, financial, and operational records systematically, uncovering potential risks or challenges early.

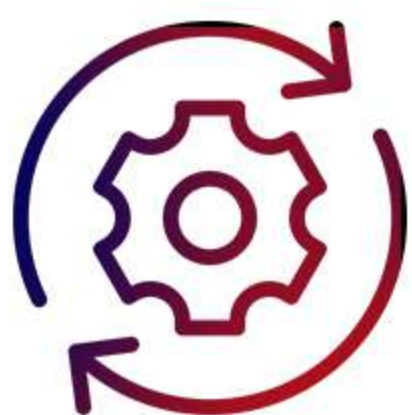


Structuring and Valuation

Predictive models test various deal scenarios, ensuring valuations reflect both current conditions and projected outcomes.

Supporting Negotiations

Data-driven models provide clarity on factors that impact deal outcomes, supporting well-informed discussions.



Managing Post-Deal Processes

Machine learning evaluates compatibility across corporate cultures, systems, and workflows, minimizing disruptions.

Key Advantages of AI in M&A

Faster Processes

Automating repetitive tasks, such as documentation, reduces deal timelines.

Improved Accuracy

Data models minimize errors and highlight risks early.

Better Resource Management

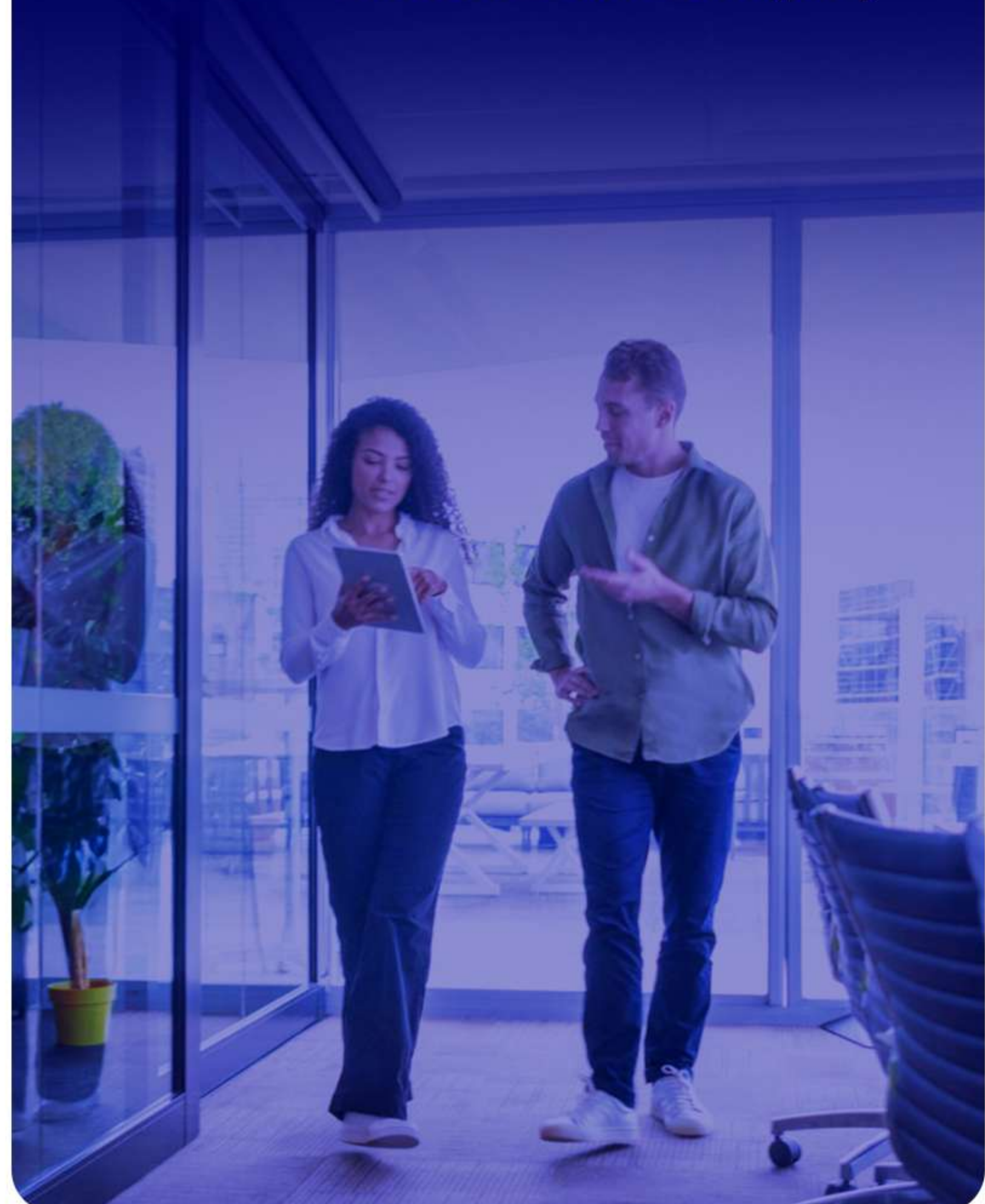
Automation reduces manual workloads, cutting operational costs.

DID YOU KNOW

By early 2024, only 16% of M&A practitioners reported using generative AI in their deal evaluations.

However, this is expected to reach 80% within three years.

Source: Bain & Company





DID YOU KNOW

- Among current users, **85%** noted that AI improved efficiency in due diligence processes, surpassing traditional methods.

Source: Bain & Company

Future Developments in AI and M&A

—○ Faster Processes

AI tools will estimate success probabilities, offering clarity during decision-making.

—○ Analyzing Stakeholder Responses

AI will track and assess reactions during negotiations, refining approaches.

—○ Blockchain Applications

Blockchain will improve accountability and trust in compliance and financial reporting.

AI and data analytics have become indispensable in mergers and acquisitions. These tools offer businesses an edge in managing risks, refining processes, and executing transactions with confidence.

IMC's team brings extensive experience in implementing AI-driven solutions for M&A. By tailoring its approach to the needs of each client, IMC supports every phase of the deal process, ensuring well-informed decisions and successful outcomes.

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