

# JOINT EVALUATION OF NOT-FOR-PROFIT M&A

A BAXENDALE QUICK GUIDE



## CLIENT IMPACT 01

Start by asking how clients of both organisations will benefit from the merger or acquisition.



## STRATEGIC RATIONALE 02

Confirm the strategic rationale for both parties and articulate and quantify the benefits.



## CULTURAL FIT 03

Understanding cultural fit matters given that closely aligned values, beliefs, and behaviours are key indicators for success.



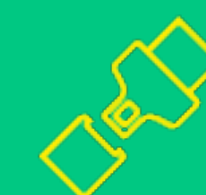
## PEOPLE CONSIDERATIONS 04

Being open and transparent, particularly around future leadership expectations, is essential.



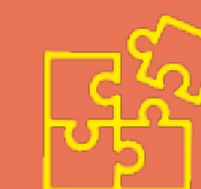
## FINANCIAL IMPLICATIONS 05

The financial case for the merger or acquisition, including any expected synergies, should be agreed and modelled.



## RISK & REPUTATION 06

Understand and actively manage risks from the outset. This will help inform due diligence later in the process.



## M&A MODEL 07

Merger or acquisition model choice is about ensuring that form follows function.