



Unlocking Value and Mitigating Risk

ERM's Mergers & Acquisitions (M&A) Advisory service enables clients to navigate fast-paced and highly competitive transaction environments by providing technical expertise, global reach, and data-driven insights to mitigate environmental, social & governance (ESG) risks and maximize value creation throughout all stages of the investment life cycle.

In the dynamic world of M&A, one factor holds the key to success: making informed decisions.

Today's highly competitive business environment requires non-traditional approaches to gain a competitive edge. Companies face challenges such as market volatility, regulatory complexities, and the need for strategic alignment to achieve their ESG objectives. These challenges introduce heightened risk and uncertainty, necessitating careful management of legal and compliance issues, and potentially impacting successful integration and value creation.

ERM understands these challenges and has designed our M&A services to effectively address them. As a recognized leader in ESG M&A Advisory across diverse industries, our

global team of experts unlocks the true potential of your investments. We go beyond risk mitigation, proactively identifying value creation opportunities through ESG and sustainability-focused initiatives and operational efficiencies. With our expertise and informed negotiation strategies, we partner with clients at every stage of the investment life cycle.

Leveraging our deep technical expertise, industry-focused approach, and expansive global reach, ERM's M&A Advisory business prepares clients for success in all transaction and post-transaction endeavors. With ERM as your trusted partner, you can go beyond conventional practices by harnessing our strategic transformation and technical delivery capabilities to operationalize sustainability at pace and scale.

Driving ESG Value Creation & Mitigating Risks for Business Success

ERM identifies ESG value creation opportunities and safeguards clients' operations, brand, and financial performance throughout the transaction process.

MARKET VOLATILITY

ERM helps clients navigate unpredictable market fluctuations by leveraging data-driven insights to help clients adapt valuations and deal structures in fast-changing financial environments.

REGULATORY COMPLEXITIES

ERM helps clients to overcome regulatory hurdles and ensure compliance throughout the M&A process by leveraging our global expertise to navigate complex regulatory landscapes to minimize risks and identify opportunities associated with ESG and sustainability objectives.

STRATEGIC ALIGNMENT

ERM helps clients navigate unpredictable market fluctuations by leveraging data-driven insights to help clients adapt valuations and deal structures in fast-changing financial environments.

ERM's M&A Advisory Services

ERM offers a range of services to support clients throughout the investment life cycle, enabling informed decision-making, risk mitigation, and value creation.

BUY-SIDE ESG ADVISORY:

ERM provides comprehensive buy-side advisory services, leveraging data-driven insights and industry expertise to guide clients through the acquisition process, identify strategic opportunities, and maximize value creation.

FUND-LEVEL ADVISOR:

ERM specializes in ESG advisor, helping clients integrate ESG considerations into their M&A processes. Through rigorous assessment, risk management, and strategic planning, ERM supports clients in making sustainable investment decisions that generate long-term value.

OPERATIONALIZING SUSTAINABILITY:

ERM assists clients in developing and implementing robust post-deal ESG value creation plans, aligning business objectives with sustainability goals. With a global network of ESG/sustainability expertise, we use operational excellence practices to drive sustainable gains and achieve ESG objectives.

CLIMATE & DECARBONIZATION PLANNING:

ERM supports clients in climate risk assessment and decarbonization planning during due diligence and integration, helping clients decarbonize their portfolios and navigate the transition to a low-carbon economy.

EXIT ADVISORY:

ERM offers sell-side advisory services to clients, assisting them in preparing for divestitures, optimizing asset portfolios, and executing successful transactions that align with their strategic objectives, while minimizing risks and maximizing value.

Partnering with Diverse M&A Clients for Transaction Excellence

ERM's knowledge of corporate clients and financial institutions is evident through our unrivaled team of global and country experts that understands each stage of the transactions life cycle – integrating a wide range of subject matter expertise, industry experience, and regulatory background. Our commitment to our clients goes beyond providing M&A services – we are dedicated to helping them achieve their unique transaction goals. We work with a diverse range of clients involved in M&A activities, catering to their specific needs and challenges.

Our M&A services are tailored to meet the needs of senior-level stakeholders within corporate and finance industries:



Corporate

- **Corporate M&A Executives:** Enhancing financial decision-making through ESG integration.
- **Directors of EHS & Sustainability:** Ensuring sustainable and responsible operations.



Finance Industry

- **Deal Teams:** Maximizing risk-adjusted returns.
- **Heads of ESG:** Aligning investments with ESG goals and enhancing long-term value.



Other Partners

- We work closely with other deal participants, including:**
- Debt Providers
 - Law Firms
 - Accounting Advisors
 - R&W Insurers

Unlocking Strategic Advantage with ERM's Data-Driven Insights

ERM's data-driven insights are the result of our extensive experience and expertise in the ESG and sustainability space. We use a range of tools and data sources, such as environmental impact assessments and industry benchmarking, to help clients identify and mitigate risks and capitalize on opportunities. To further elevate our services, we're harnessing the power of cutting-edge digital tools such as ERM's [ESG Fusion](#) and [Climate Impact Platform](#), leveraging Artificial Intelligence to expedite our due diligence process. Our approach is tailored to each client's unique transaction needs, allowing us to provide insights that are specifically relevant to their industry and investment goals.





Leadership Team



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Contact us today to maximize and protect value in your investment life cycle.

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About ERM

We are the world's largest pure play sustainability consultancy

Founded in 1971, we are the largest advisory firm in the world focusing solely on sustainability, offering unparalleled depth and breadth of expertise.

We shape a sustainable future with the world's leading organizations

Our purpose guides everything we do. We create a better future by helping the world's biggest brands address today's sustainability imperatives.

We are the recognized market leader in sustainability services

Numerous industry benchmarks attest to our market leadership and the majority of our work is sole-sourced, reflecting trusted partnerships we build with our clients.

