



ACQUISITIONS



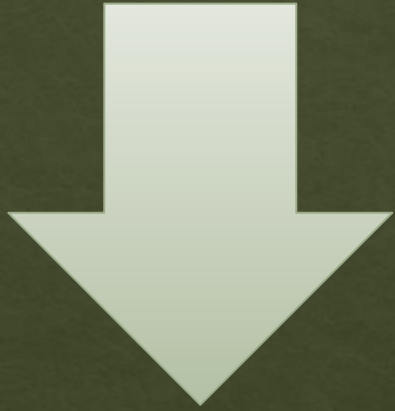
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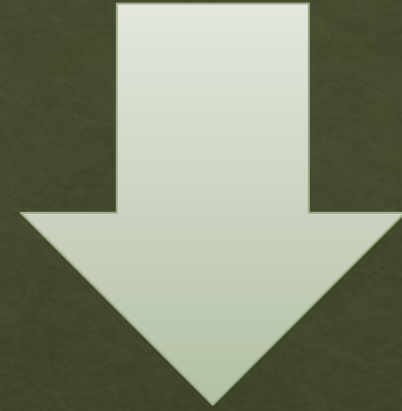
PLAN

1. What is an acquisition?
2. Causes (motives) of takeovers
3. Kinds of acquisitions
4. Examples of acquisitions
5. Methods of protection against acquisitions

An acquisition is a method of the business expanding.



takeover bid



raid

Causes of takeovers:

Improving the efficiency of the working with suppliers

Diversification of the company's capabilities

Improving in the field of R & D

Reducing taxes, customs duties and other charges

The monopoly position of the company in the industry

Personal managers' motives

Protection from acquisition

Kinds of acquisitions

Nationality of the integrating companies

- Domestic acquisition
- Cross-border acquisition

The attitude of management personnel to deal on acquisition

- A friendly takeover
- A hostile takeover

- Horizontal integration
- Vertical integration
- Backward integration
- Forward integration



- full acquisition
- partial acquisition
- purchase acquisition

Examples acquisitions





Methods of protection against acquisition

- “white knight“
- “poison pill”
- The issue of shares with higher voting rights

**THANK YOU FOR
YOUR ATTENTION!**