

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



- partial acquisition
- purchase acquisitio

Examples acquisitions













AVTOVAZ

Methods of protection against acquisition

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

THANK YOU FOR YOUR ATTENTION!