

# merger & acquisition insights from the waste & recycling industry

## considerations

what are your long-term plans?

do you have a succession plan?

are your contracts secure?

is your revenue stream diversified?

what is the condition of your fleet?

01

## key takeaways

capital is readily available

private equity and strategic buyers are active

consider a sale

02

## key takeaways

have a sense of your company's value prior to a discussion with buyers or transaction professionals

preparation is key

## considerations

what are your hard assets and debt?

do you have long term contracts?

what are the competitive dynamics ?

deciding to sell  
or acquire a  
company

01

02

evaluating your  
company's  
worth

looking for  
potential  
buyers and companies

03

## considerations

who are the likely buyers of your business?

should you sell to a financial or strategic buyer?

are there synergies with an existing operation?

make an assessment of  
what is important to you  
in a buyer

the sale process can move quickly,  
a roadmap is vital

## key takeaways

03

04 the right fit:  
private equity vs  
strategic buyer

## considerations

what are your long-term goals?

do you want to play a role after the transaction?

are you ready to hand over the keys?

private equity may be a fit if you would like to continue to own or run your company

strategic buyers will focus on synergies your company can offer to their current operations

financial buyers and strategic buyers provide different options according to your goals or plans

## key takeaways

04