

Webinar: M&A

[Steve Nightingale](#), [Tony Wilkinson](#), [Amy Goatley](#)

30 November 2020

This session explores market practice, common issues and potential pitfalls in tech M&A. We share our insights from working on both sides of deals. This webinar is aimed at founders, venture capitalists and other investors, and strategic acquirers. We cover:

- An overview of the Tech M&A transaction timeline
- Negotiating the term sheet
- Deal terms, including:
 - purchase price (cash, acquirer equity, earn outs, holdback / escrow)
 - risk allocation and value protection (warranties, indemnities, limitations, etc)
 - warranty and indemnity insurance
 - employee / executive equity (close out of existing schemes, and structuring go-forward incentives – including commentary on tax implications).

As part of this we'll take a look at the Atlassian Term Sheet, published by Atlassian last year as its 'fair' term sheet.

Founders and investors, this is an opportunity to start preparing for your exit. Acquirers, watch the webinar to get insights into how to structure your tech acquisitions.

Please contact [Steve Nightingale](#), [Tony Wilkinson](#) or [Amy Cunliffe](#) if you would like to discuss how Buddle Findlay can work with you and your business.

Auckland

188 Quay Street
Auckland 1010

PO Box 1433
Auckland 1140
New Zealand

P: +64 9 358 2555
F: +64 9 358 2055

Wellington

Aon Centre
1 Willis Street
Wellington 6011

PO Box 2694
Wellington 6140
New Zealand

P: +64 4 499 4242
F: +64 4 499 4141

Christchurch

83 Victoria Street
Christchurch 8013

PO Box 322
Christchurch 8140
New Zealand

P: +64 3 379 1747
F: +64 3 379 5659