

# Acquisition Goals

## (I) Increase Cash Flows

- Increase Leverage with Suppliers, Customers
- Achieve Economies of Scale
- Reduce Redundant Expenses
- Finance Internal Growth by Acquiring a “Cash Cow”
- *Generally*: Capitalize on Synergic Benefits that:
  - Increase Sales
  - Reduce Expenses

## (g) Increase Growth

- Increase Market Share
- Access New Technologies
- Eliminate Competitors

## (R) Reduce Risks

- Increase Management Depth
- Geographical / Product / Industry Diversity
- Overall Size Advantages

**Desired Result: Value of the Company increases!**