
Mergers and acquisitions

Getting it right from the start



For some deals, regulatory approval is critical. Preparing the ground from the earliest stages can reap substantial benefits.

We provide objective advice and insight to CEOs and boards, enabling them to make better-informed decisions, and to be better-prepared to achieve their commercial objectives.

We identify and mitigate regulatory risks associated with different commercial scenarios. In doing so, we can improve the probability of success, freeing management and advisors to spend their time adding value, rather than correcting mistakes, or dealing with avoidable remedies.



What we do

Our work is tailored for each client, but usually involves some combination of the following:

Strategy

We provide strategic advice on how to navigate merger regulation. We focus on both tactical and strategic considerations, and anchor our analysis with an understanding of the competitive dynamics of the market. We help develop an evidence-based narrative for the deal that builds on industry and regulator thinking, and is consistent with broader messages for the regulator, investors and other stakeholders.

CEO counsel

We give objective advice and, when appropriate, reassurance directly to CEOs, who are often juggling complex issues and multiple advisors. We routinely help CEOs to prepare for important meetings with regulators or set-piece performances.

Challenge

We provide independent challenge to internal thinking, playing a 'Devil's Advocate' role - asking the difficult questions before others do.

Agency insight

We help our clients to understand the regulator's perspective, ensuring the approach of the agency is anticipated. This includes not only substantive matters, but also political and strategic issues. Our team has substantial experience inside government, and has deep understanding of current regulatory priorities, approach and emerging thinking.

Other advice

Where helpful, we can advise on which external advisors to use.

Who we are



John Fingleton
CEO

John ran the UK Office of Fair Trading and the Irish Competition Authority, overseeing merger regulation, enforcement of competition rules, consumer protection,

and credit regulation.

He previously held academic posts at the London School of Economics, Trinity College Dublin and the University of Chicago and was Chair of the International Competition Network.

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Alex Baker
Director

Alex has worked for regulators, government, in industry, and in consultancy.

He gained extensive experience of merger

control at the UK Office of Fair Trading as the lead economist on over twenty cases. He also represented the UK at the European Commission. He is a Non-Governmental Advisor to the International Competition Network Merger Working Group.

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David Stallibrass
Director

David has worked for regulators and in consultancy, in the UK and China.

As a consultant in China,

he testified before the Supreme Peoples Court in its first antitrust dispute. He previously worked as a Director at the UK Office of Fair Trading, with experience of consumer protection and competition enforcement, including investigations and mergers.

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