



# Buying or Selling a Business During COVID-19: Unique Opportunities and Challenges

M&A activity is on the rise, fueled by attractive market conditions and economic necessities.

Buyers looking to increase their market share may see the pandemic as an opportunity to acquire a competitor and have access to record-low interest rates for bank-financed transactions.

For businesses that have been hard hit by the pandemic, selling is a more attractive option than insolvency, bankruptcy or dissolution, and a properly structured deal can allow the sellers to benefit from any post-pandemic growth.

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| <br><b>DAVID PARKE</b> | <br><b>RYAN BARRY</b> | Join David Parke and Ryan Barry from Bulkley Richardson's M&A Team for this virtual seminar on the unique challenges for M&A transactions during the pandemic, including: |
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- Achieving an accurate valuation of a business impacted by the pandemic;
- Structuring compensation and earn-outs in a way that fairly allocates the risks of current conditions and the benefits of a post-pandemic recovery;
- Issues posed by unforgiven PPP loans;
- Loss carryback refunds and deferred payroll taxes under the CARES Act;
- Impacts on material customers and supply chains;
- Addressing the risks of pandemic-related changes on the target business prior to closing; and
- Impacts on traditional representations and warranties.

 **Date:** May 12 from 12-1pm

 **Pre-registration is required:** [bulkley.com/ma-invitation](https://bulkley.com/ma-invitation)