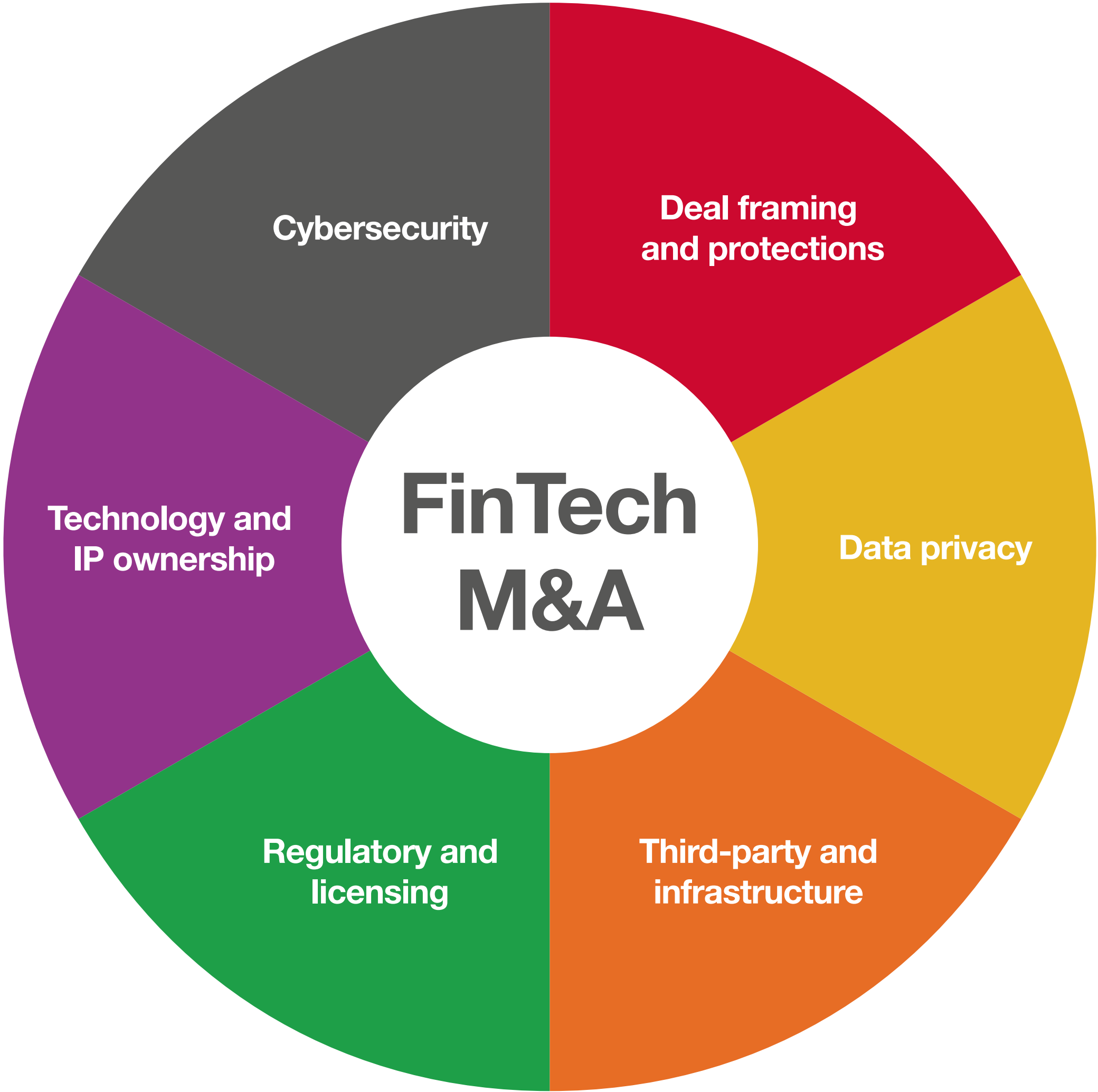


Ensuring Success in FinTech M&A

The FinTech sector’s rapid growth and innovation make it a prime target for mergers and acquisitions. However, the unique blend of technology, regulation, and global reach means that buyers and sellers face a host of specialized challenges. Understanding these issues—and knowing when to engage legal counsel—can be the difference between a successful deal and costly surprises.

Select a segment to dive deeper.

 **Print**



Execution tips



Begin regulatory, privacy, and cybersecurity diligence workstreams as early as the NDA stage to identify and address any gating issues before entering into exclusivity or finalizing the transaction.



Prioritize diligence findings based on their likelihood and potential impact. Develop remediation plans that are tied to purchase price adjustments, indemnities, and key integration milestones to ensure that critical risks are addressed.



Engage with relevant regulators early in the process to align on approval pathways and supervisory expectations. Where complex licensing or novel product issues are involved, consider pre-wiring these topics with regulators to avoid surprises.



Maintain a single, integrated diligence tracker that covers legal, compliance, technology, and product workstreams. Use this tracker to drive accountability for closing deliverables and post-closing remediation items.