

## A.T. Kearney's M&A values and references

### Values

#### **"Real passion, right results, together."**

*With deep expertise across a wide range of global industries, and a strong legacy of collaboration, we pride ourselves on delivering great outcomes for every one of our clients. Our clients' business demands are personal to us, and we're passionate about doing what's right for their organization and future, as well as the larger community we share.*

#### **Success through collaborative relationships**

*"The one thing needful is that we all work wholeheartedly as members of the team."*

#### **Diversity of expertise**

*"The true strength of this firm, as in any organization, lies in the fact that we are all different."*

#### **Intellectual integrity and community commitment**

*"A consultant to be worth his salt must give honest judgments, not necessarily those which he thinks the clients would like to hear."*

### M&A reference projects - selection

- ABN-AMRO
- ADM/Moorman Mfg.
- Adobe Systems
- Air Liquide/BOC
- Akzo ICI
- Aventis
- Bayer/Hoechst
- British Petroleum
- BMS/DuPont Pharma
- Cadbury
- Schweppes/Adams
- Caradon
- Carrefour/Comptoirs Modernes
- Carrefour/Promodes
- Casino/Monoprix
- Cisco/Scientifics-Atlanta
- Chase/Chemical
- ChevronTexaco
- CN/Illinois Central
- DBS/POSBank
- Delikat Fabrikker A/S
- Deluxe/NEBS
- Deutsche Bank
- Delphi Medical Systems
- France Telecom/Orange
- Erste Bank (multiple)
- GE Medical Systems
- GE Plastics
- Henkel/Ecolab
- Hexion/Bakelite
- Healtheon/WebMD
- H.J. Heinz/Nadler
- IFF/BBA
- Jacobi Allied Domecq
- Molson/Carling Breweries
- Micron
- Electronics/Interland
- Monoprix/Prisunic
- Nalco Chemicals
- Nestle
- Newell Rubbermaid/DYMO
- Omnicare
- Orica/Dyno Nobel
- P&G / Gillette
- Pfizer/Pharmacia
- Rogers/Microcell
- Rohm&Haas/Morton
- Sanofi/Synthelabo
- SG/Komercni Banka
- SG/Paribas
- Sappi/M-Real
- Seagate/Maxtor
- Siemens/US Filter
- SKW Biosystems
- Staples/Office Depot
- Thyssen/Krupp
- TotalFina/Elf
- Tyco/AMP/Kendall
- Unilever (multiple)

For further information:



A.T. Kearney GmbH  
Marketing & Communications  
Kaistr. 16A, D-40221 Dusseldorf

Phone: +49-211-1377 2277  
Email: [marcom@atkearney.com](mailto:marcom@atkearney.com)  
[www.atkearney.com](http://www.atkearney.com)