

# AI-assisted acquisitions

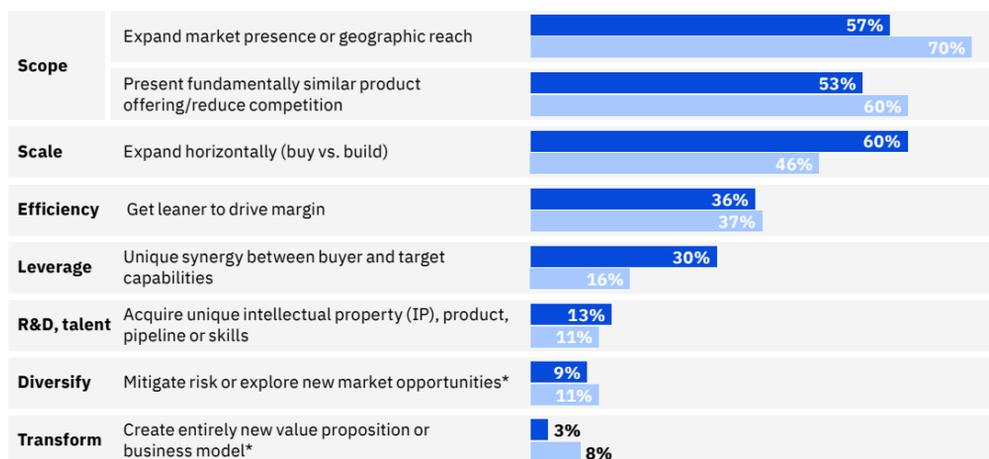
A new analytics-driven M&A landscape for chemicals and petroleum companies



**The primary motivation for chemicals and petroleum M&A activity is expansion.** Beyond this, they have more than 40 unique combinations of M&A buying criteria.

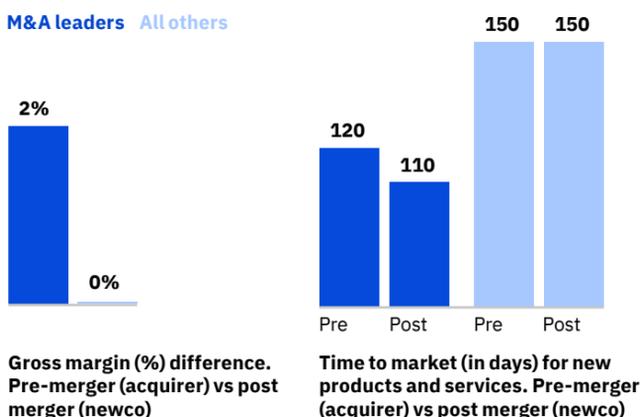
Chemicals Petroleum

## M&A Deal Type



**A group of chemicals and petroleum companies—“M&A leaders”—achieve better outcomes from their M&A activity.**

M&A leaders All others



**M&A leaders are more likely to say their M&A activity has positively impacted all aspects of their organizations’ performance.**



**M&A leaders operate differently.**

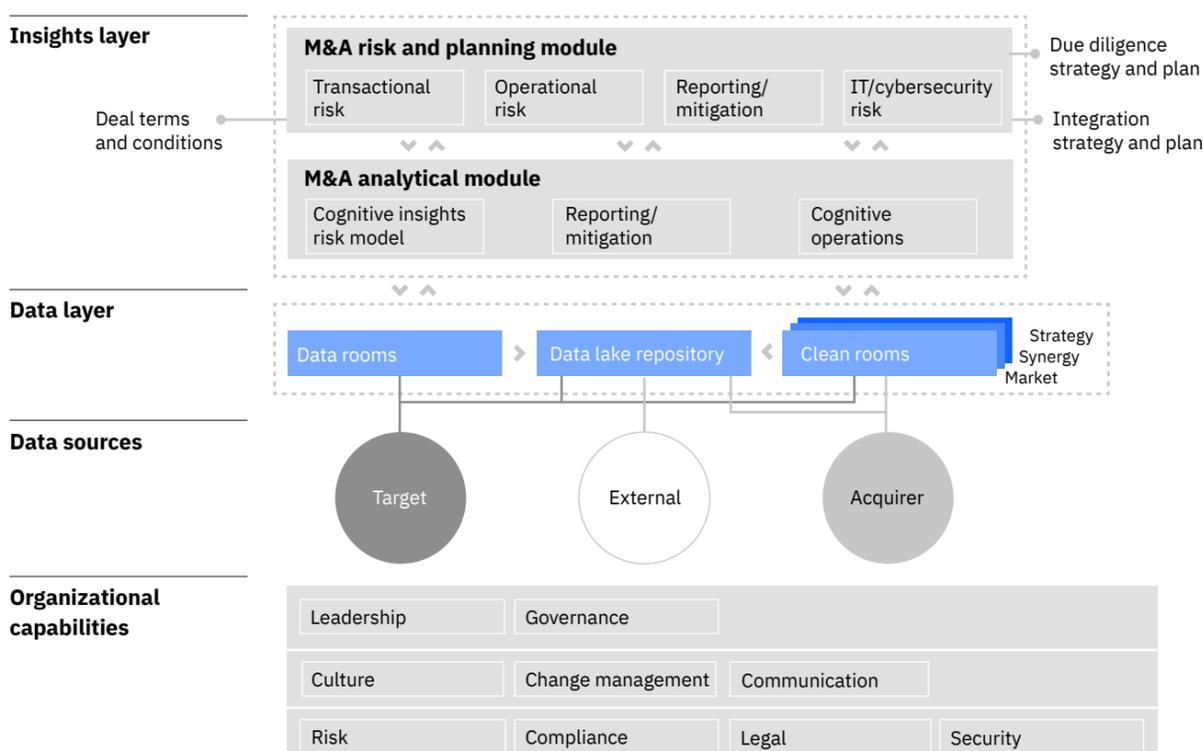
A modern M&A foundation—workflow with process and governance models—augmented with automation, analytics, and AI drives the level of benefits they achieve.

**M&A leaders are ahead in using analytics and AI for specific M&A applications.**

These applications can be embedded to accelerate and expand the scope of key activities in three phases of the M&A lifecycle.



## How do chemicals and petroleum companies start? Conceptual architecture for modern M&A



Corporate development, and M&A in particular, will always be a human plus machine partnership. **Are you ready to elevate your M&A performance?**

To learn more, visit [ibm.co/ai-assisted-acquisitions](http://ibm.co/ai-assisted-acquisitions)

Learn more

IBM Institute for Business Value



© Copyright IBM Corporation 2020. IBM, the IBM logo, and ibm.com are trademarks of International Business Machines Corp., registered in many jurisdictions worldwide. Other product and service names might be trademarks of IBM or other companies. A current list of IBM trademarks is available on the web at “Copyright and trademark information” at [ibm.com/legal/copytrade](http://ibm.com/legal/copytrade).

To better understand strategies behind M&A success, the IBM Institute for Business Value (IBV), in cooperation with Oxford Economics, surveyed 720 executives across the chemicals and petroleum, electronics, healthcare and life sciences industries. Respondents spanned 18 countries and included 220 chemicals and petroleum companies.

15032515USEN-01