

Deferred Payments

Deferred payments refer to payments that are postponed or delayed to a future date as part of a negotiated agreement. Instead of making the full payment upfront, the parties agree to a structured payment schedule where certain amounts or installments are due at specific intervals or milestones. Deferred payments can provide flexibility in managing cash flow, accommodate financial constraints, or align payment terms with the achievement of key performance indicators.

Deferred Down Payment

A deferred down payment refers to a portion of the purchase price that is postponed or delayed to a future date in a transaction. It allows the buyer to make the payment at a later time, often based on certain conditions or milestones.

Deal Structure

Deal structure refers to the framework and arrangement of financial and non-financial terms in an M&A or investment deal. It includes aspects such as payment terms, asset allocation, liabilities, and other considerations.

Counteroffer

A counteroffer is a response to an initial offer or proposal made in a negotiation. It suggests modified terms, conditions, or pricing, initiating further negotiation and potential agreement.