

Case Study: Commercial Due Diligence for a global Specialty Chemicals company

Project Summary:

- A global USD 2+ Bn Specialty Chemicals group that manufactures a wide range of specialty chemicals for electrical insulation and construction industries wanted to expand in India by way of acquiring/investing in target company(s) within related sectors.
- Hence, they wanted to identify such target companies and conduct commercial due diligence.

Results Delivered:

- Identified relevant target companies who were open to sale of equity or sale of business
- Assessed target companies on the basis of:
 - size of the company
 - goodwill
 - market reach
 - key capabilities
 - synergies
 - minimum equity holding on offer
 - post-investment integration
- Filtered first screening of 30+ companies into a final shortlist of 5 target companies that were subsequently presented to the Board.

Capabilities Demonstrated:

- ✓ Commercial due diligence
- ✓ Market assessment
- ✓ M&A advisory
- ✓ Valuation