

Case Study: M&A Advisory for a global Education group

Project Summary:

- A US-based Higher Education group with operations across 10 countries had identified a Target company in India in the related Edtech sector for strategic investment.
- They wanted to conduct business due diligence, assess valuation and required support in negotiations & deal structuring for enabling a successful transaction.

Results Delivered:

- Assisted the Client's management in the review of key business parameters of the Target (e.g., revenue contracts, cost drivers, liabilities)
- Drafted a term sheet for the Target, in discussion with Client's management/legal advisors
- Assisted the Client's management in the review of financial projections (including P&L, Balance Sheet and Cashflow statements) of the Target and conducted sensitivity analysis to assess few business scenarios
- Co-ordinated the commercial due diligence activities as initiated by Client in regard to the Target, and represented Client's interests
- Assisted in the negotiations and finalization of definitive agreements for the Transaction, in liaison with Client's legal advisors.

Capabilities Demonstrated:

- ✓ M&A advisory
- ✓ Commercial due diligence
- ✓ Negotiations
- ✓ Valuation