

Global Sell-Side Mandate / Divestiture— CPVC Pipes and Fittings Business Unit of an Industrial Conglomerate



SITUATION

- A large industrial conglomerate sought to divest one of its subsidiaries — a manufacturer of CPVC pipes and fittings used in residential fire protection systems.
- The business had operated successfully for over 30 years and was among the leading suppliers in North America.
- It had been acquired as part of a previous M&A transaction and offered limited strategic or operational synergies with the client's core business portfolio.
- The client engaged us to support the divestiture process, aiming to **maximize transaction value** while ensuring **speed and execution certainty**.

SOLUTION



1



Rapid Business Value Estimates

Develop an exit price range baseline by conducting business & market assessments, reviewing financials, and assessing entanglement impacts. Align with leadership on valuation.

2



Value Optimization and Marketing

Market the business, optimizing value potential through identifying growth levers, validating assumptions, optimizing forecasts, and developing marketing materials for strategic buyers.

3



Transaction Support up to Closing

Provide support for buyer selection through closing, including dataroom setup, management presentation preparation, and assistance during buyer negotiations.



OUTCOMES

The transaction was completed within the expected valuation range and timing.