

M&A Growth Strategy – Industrial Goods Manufacturer



SITUATION

A leading industrial goods manufacturer was seeking help in identifying where to acquire, in order to add a new leg to its business and maximize Enterprise Value.



SOLUTION



Assessed Client company capabilities and gaps



Developed criteria to assess new sectors

Mixing external attractiveness dimensions with fit with our client's capabilities



Developed initial list of potential new sectors



Refined the list

Based on a limited set of KPIs

Conducting deeper dives on the remaining set of sectors



Identified potential acquisition targets



Conducted pre-diligence, including negative synergies potential associated with each target

Supported the commercial due diligence efforts

On a specific public target and provided the executive team with initial assessments and value estimates

OUTCOMES



Board Buy-In

Enabled the Executive team to clearly articulate to the Board of Directors the rationale for acquisitions and ultimately get buy-in



M&A Target List

Provided the CEO and executive team a list of key M&A targets



Risk Mitigation

Uncovered a number of potential risks during the due diligence, resulting into our client walking away from the deal