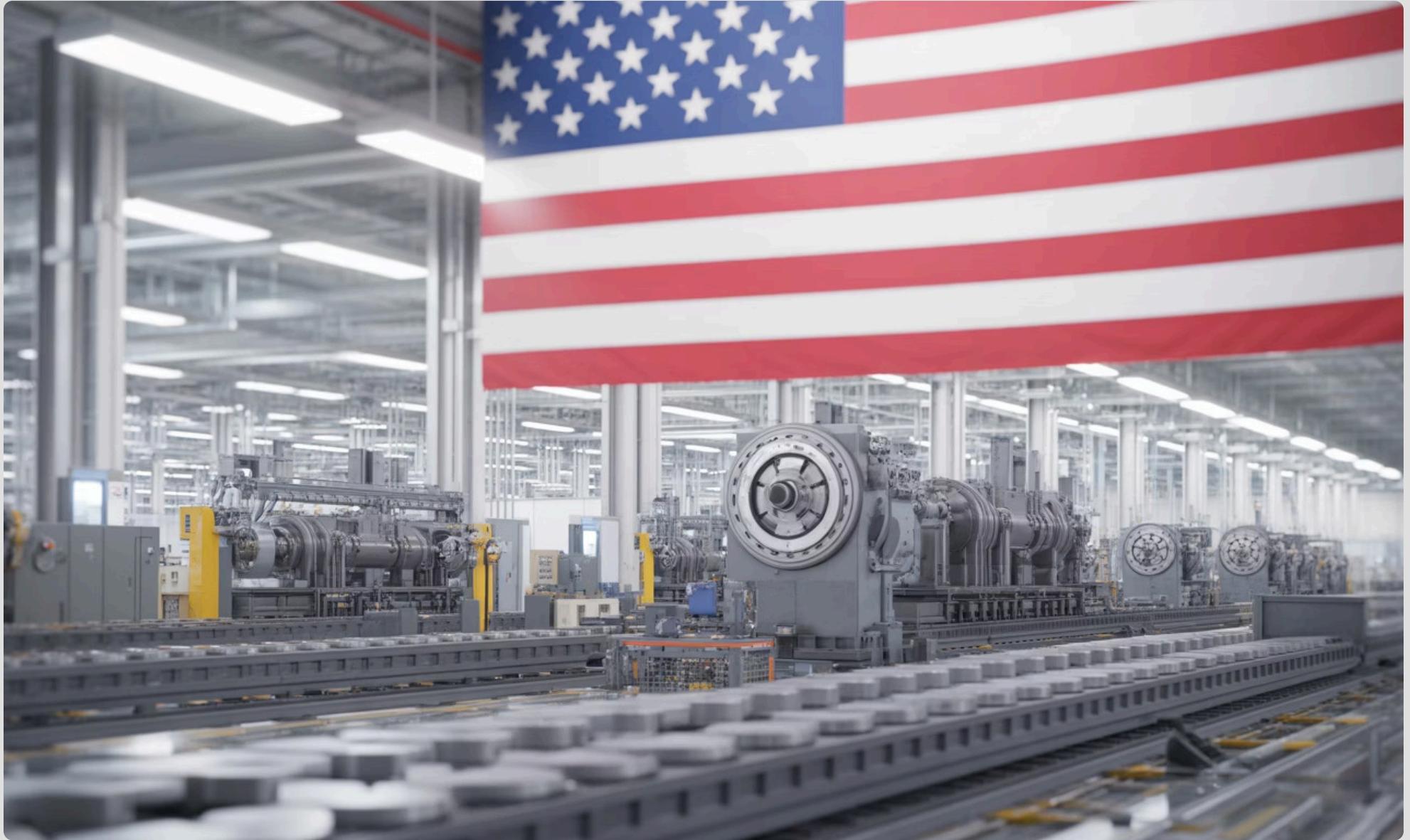


French Industrial Component Manufacturer US Expansion



Situation

- A French industrial component manufacturer wanted to expand to the US:
 - Sought to cross-sell existing clients and find new ones
 - Had identified that Greenfield was likely too complicated / lengthy
 - Seeking help in identifying, approaching and negotiating with potential acquisition targets

Solution

01



Defining the criteria for acquisition search

- Initial discussion with management to define their goals
- Rapid market scan to understand drivers, dynamics and help refine their criteria
- Alignment on sequence and proxies to help inform those criteria

02



Identified Potential Acquisition Candidates

- Developed comprehensive list of sources to inventory market participants
- Assembled a "long list" of 3000+ potential candidates
- For those, informed data around acquisition criteria to eliminate "false positive", reducing the list to ~100

03



Screened and Prioritized Candidates

- Direct outreach to the remaining companies
- Facilitated introductions to client and 15 site visits
- Led advanced discussions with three "finalists"
- Support to valuation, negotiation and closing with the preferred target



Outcomes

1



Transaction Completed

2



Enabled client to establish foothold in the US

3



Comprehensive database of market participants and hence pipeline of potential bolt-on acquisitions