

DUE DILIGENCE FOR INDUSTRIAL DEALS:

DUE DILIGENCE FOR SUCCESSFUL M&A

01

3 COMPONENTS TO MAKE YOUR INVESTMENT A SUCCESS

INTEGRATED DUE DILIGENCE

Value creation through one team approach for Operational and Commercial Due Diligence.



5 STAR TEAM

Deep domain industry specialist team identifying material gains through in-house expert capabilities.



EARLY ENGAGEMENT

Early expert engagement to assess hidden synergies or value creation opportunities.

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WHAT IS INTEGRATED DUE DILIGENCE?

Operational Due Diligence and Commercial Due Diligence are two sides of the same coin. The true value can only be modeled when both are analyzed side-by-side.



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THE PURPOSE OF COMMERCIAL AND OPERATIONAL DUE DILIGENCE



Expose any hidden or latent pitfalls & risks.



Identify potential material opportunities.



Model the REAL value of the investment.

CHARACTERISTICS OF THE 5 STAR TEAM

Careful selection of the right due diligence team with in-house deep domain knowledge across the entire value chain of the deal is essential.

The **key criteria** to look for in a Due Diligence team are the critical depth of understanding for both direct business, markets and market dynamics impacting the future operations:



Target in-depth business insight.



Absolute understanding of the target markets served today.



Market dynamics that will impact investment value and/or growth moving forward.



THE IMPORTANCE OF EARLY ENGAGEMENT

There are several reasons why it is worth bringing in a dedicated industrial due diligence team from the start, even before the data room is opened. In-house fast-track reviews may miss an uncut diamond.

A strategic due diligence firm with a deep domain experience deployed during phase one of the acquisition process can reveal the investment target's real value earlier on allowing to:



Industry Dynamics



Industry Competitive Environment



Forward-looking Game Changers



Target's Overall Fitness "Today"



Target's Overall Fitness "Tomorrow"



Informed GO / NO-GO decision

THIS ROADMAP DELIVERS THE FOLLOWING CUSTOMER BENEFITS:



Real value vs. sell-side story.



Quantitative identification of deal makers and breakers.



The real post-acquisition value story and roadmap.