



# DUE DILIGENCE INDUSTRY REPORT

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## PRIVATE EQUITY

### Client

Our client is a global private equity firm, specializing in mergers and acquisitions, leveraged buyouts, recapitalizations, and partnerships with particular focus on European and trans-Atlantic investments. The company has over US\$8B in assets and invests in energy, materials, industrials, retailing, consumer staples, healthcare, and financial sectors.

### Purpose

The client required an in-depth industry analysis report to support the client's due diligence process for the acquisition of a resources sector industrial supplier. The key objectives of the report were to provide an independent standalone document incorporating various aspects of the industry (supply, demand, pricing, competitors, customers, technology, regulatory), and the short and long term impact on the acquisition target.

### Approach

Working closely with the client to agree the report scope and draft Table of Contents and then worked independently to research and draft the final report. We then shared multiple iterations of the report with the client before formally presenting including an in-depth Q&A session. We also provided commentary on the vendor due diligence materials and views on the execution risk of stated company strategies.

As part of the engagement Forecast engaged the services of industry experts to provide both an analytical and operational view of the industry. This was critical to understand the many operational and commercial nuances of the industry that can have a large impact on profitability of the industry participants.

### Outcome

Forecast's combination of extensive research and analytical focus, along with the involvement of industry specialists provided a robust and reliable view of the industry and the long term (10 year) outlook. This played an important part of the client's due diligence process which resulted in a successful acquisition of the target.