

We found 100+ investible targets for M&A and investments for a large Private Equity firm

About Client

Client is a mid-sized Private Equity firm based out of US. It specializes in fashion, retail, apparels and consumer goods industries

Client Situation

Client was looking to acquire or invest in high growth companies in US and Europe, which satisfied its criteria for growth and valuation

Our Solution

We took up an ad-hoc project to find out

- List of companies that grew for three years straight before slowing down in fourth year. This was done to find out the companies in the need for capital. As a company growing for three years would budget for the growth in fourth year too, and would look for capital in case it is not able to grow.
- We found out the list of 100+ companies satisfying criteria of revenue, growth, number of employees, geographical presence and product categories
- We also found out the stakeholders who may want to connect with investors, and facilitated the discussions around investment
- We profiled companies shortlisted by the client. Company profiles fell into categories of Small, Medium and Large profiles, depending on the stage of investment life cycle
- We started tracking these companies on quarterly basis for the client, making sure client does not miss any promising company in their area of focus and specialization

Outcomes

- 100+ investible companies identified
- 4+ companies invested/acquired
- Continuous scan of universe to take advantage of all the ripe opportunities