

M&A Support and Commercial Due-diligence

An Infrastructure and Energy Firm

Market assessment

Market challenges

Business model
assessment

Target
identification

CLIENT CHALLENGES

- » The client, an infrastructure and energy firm rapidly expanding in developing markets, intended to analyze the renewable energy market in China, assess attractiveness of the opportunity, and identify potential companies for a buy out

OUR APPROACH

- » Estimated the size and growth of the renewable energy market and assessed its attractive segments
- » Analyzed the market forces including competitive landscape, current structure, demand, market challenges, regulations, and growth drivers
- » Understood existing business models in the market and shortlisted the most successful ones
- » Shortlisted potential targets based on breadth of offerings, business model, revenues, profit potential, and other broad parameters

IMPACT DELIVERED

- » Acuity Knowledge Partners recommended a "Go" for market entry
- » Prioritized the list of potential targets based on strategic fit
- » The client is currently in initial discussions with potential targets
- » Currently supporting the client with ongoing deal scan and fortnightly newsletters on the industry and regulatory happenings

About Acuity Knowledge Partners

Acuity Knowledge Partners, formerly part of Moody's Corporation, is a leading provider of bespoke research, analytics, staffing and technology solutions to the financial services sector.

Headquartered in London, Acuity Knowledge Partners has nearly two decades of transformation experience in servicing over 300 clients with a specialist workforce of over 2,500 analysts and delivery experts across its global delivery network.

We provide our clients with unique assistance not only to innovate, implement transformation programmes and increase operational efficiency, but also to manage costs and improve their top lines.

These services are supported by our proprietary suite of Business Excellence and Automation Tools (BEAT) that offer domain-specific contextual technology.

Acuity Knowledge Partners is assisted by Equistone Partners Europe, a leading private equity organisation that backs specialist growth businesses and management teams.