

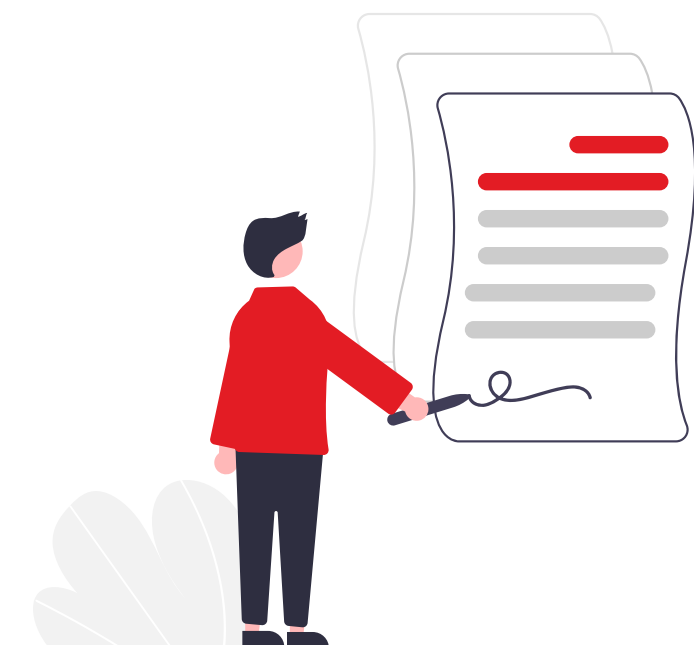
Financial modeling and valuation for the identified target in the Industrial sector

Business Situation

- The client was looking to invest in a company active in the industrial sector.
- The requirement was to build out a detailed financial model that covers different scenarios and determine a value using different valuation methodologies.
- Funds invested in the identified company were to be used for its expansion in an unexplored vertical.

SGA Support

- Created a dynamic five-year quarterly financial model.
- Delivered projections based on identified key revenue and cost drivers of the company and created asset and loan schedules.
- Analyzed the growth path of the company by studying the geographic distribution of products.
- Performed due diligence for the market, which was progressing at 6% CAGR, primarily driven by growth in end markets, such as automotive, metals, and mining.
- Ran different probability cases, and cost and return scenarios.
- Provided football field analysis, summarizing a fair value range based on a valuation methodologies including DCF, trading, and transaction comparables, in the form of output.



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