

# Research and evaluation of companies in the food engineering sector for a strategic investor

## Task

To broaden his portfolio, a strategic investor searched for companies in the food industry for investment. This target companies should have a turnover margin of 15 to 40 million euros. The target companies need to be evaluated for overlap with the investor's current portfolio and if deemed necessary, start an initial business contact.

The investor was preferably looking for companies available for sale which have regulatory problems and are so-called distressed situations.

## Objective

Search and evaluate suitable companies for investment. Initiate a discussion of a possible takeover for the investor.

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## Methods

- ◆ Search in the STC database (more than 3,000 addresses in Europe in the food industry) and identify three matching companies that fit the targets of the investor.
- ◆ Review of these companies in terms of business model and personnel to complete the evaluation.
- ◆ Identify a single company that could be assigned to a possible purchase process.
- ◆ Visit the identified company together with the advisory bank.
- ◆ Evaluate both the technology and financials of the target.

## Result

A target company was recommended to the investor. The investor hired an M & A boutique bank with the execution of this project as a result of the recommendation.