

**WIP**

# COMMERCIAL DUE DILIGENCE

**STUDIES**

**May 7, 2021**



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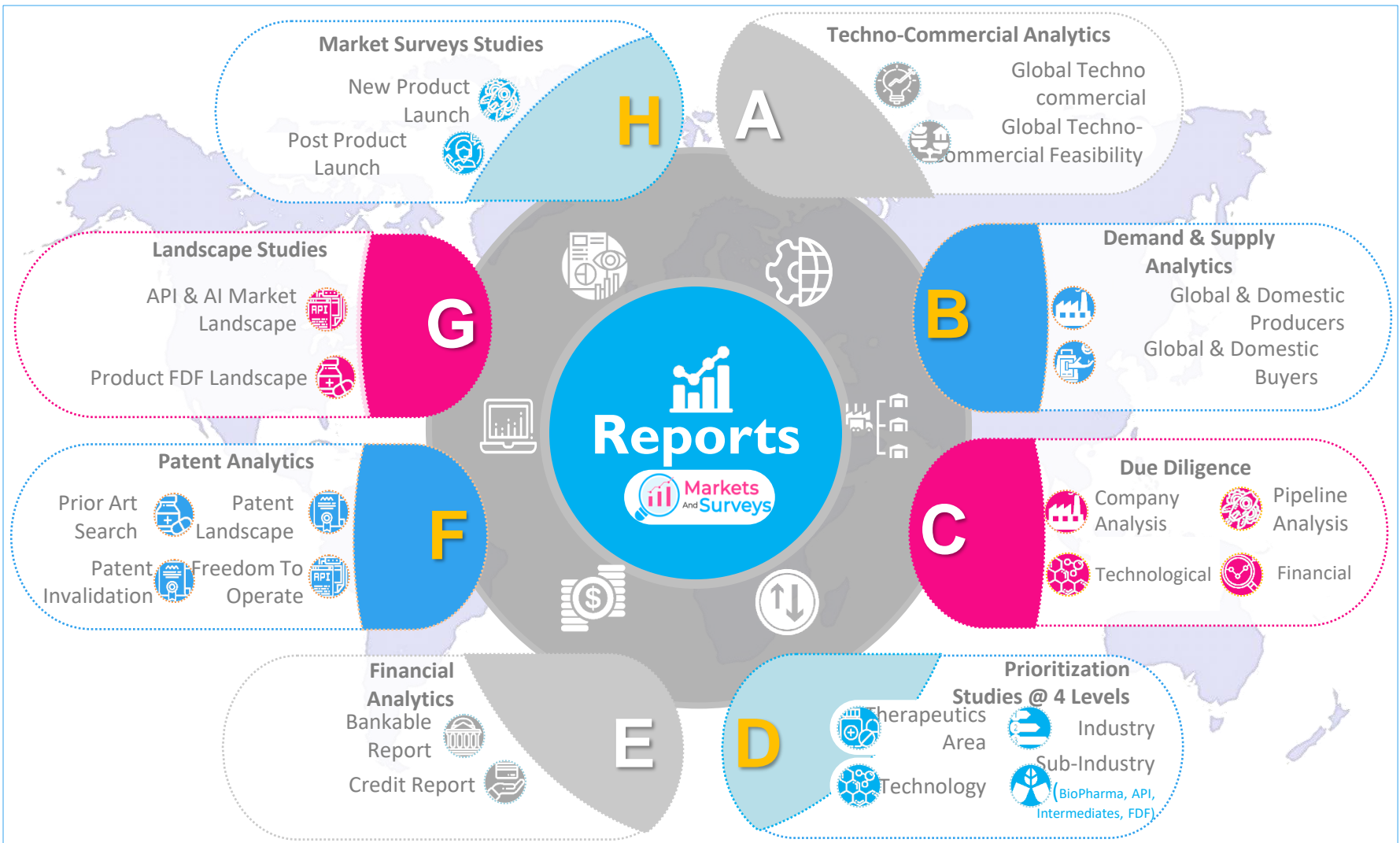


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## Market Research Reports



# A

## DUE DILIGENCE INTRODUCTION

### WHY DUE DILIGENCE?

- Buying a business is a calculated risk. What may seem attractive from the outside may look entirely different once an acquirer takes full control. That's why due diligence is such an important step in the M&A process.
- Done right, it helps acquirers minimize risk and gives them confidence that they can actually create sustainable value through the acquisition.

### STEPS IN DUE DILIGENCE?

- Due diligence has become dramatically more complex over the last two decades. In some cases, acquirers will have to cope with as many as ten different work streams tied to due diligence in the course of evaluating a single deal.
- Typical steps of commercial due diligence include:



# B

## DUE DILIGENCE INTRODUCTION



- Markets and Competition. What is the overall situation of the objective? In what capacity will the exchange help the acquirer explore industry solidification or make new open doors for development?
- Review of Target Business Plans. Are the top-line development suspicions excessively aspiring? Have the cost suppositions been pressure-tested against feasible benchmarks or conceivable outside stuns?
- Synergy Valuation. This is perhaps the most important part in the due diligence process. What sort of significant worth can the acquirer open, either by changing the manner in which the procurement is overseen or by incorporating it with the acquirer's center business?
- Process Support. What's the most ideal approach to keep steady over the due diligence process? In what capacity will the acquirer deal with the various partners included, including speculation financiers, legal counselors, and regulators?



# C



## DUE DILIGENCE INTRODUCTION

- Integration Blueprint. Is the acquirer planning ahead for the integration even before the deal has closed? Has a clean team been established? Are you developing the post merger integration (PMI) roadmap for the first 100 days?
- Regulatory Support. Are there any regulatory issues to consider, and how will they be resolved?

### Due Diligence with Minimal Risk

- There are six steps to a structured M&A process. The first three steps help identify promising companies that can bring value to the corporate portfolio. The next three steps, explained below, take the buyer through the due diligence process, negotiation, and pre-close integration planning.

### Due Diligence Info-graphics

- A major turning point where acquirers can create or destroy value is setting the right price, based on a realistic assessment of the synergies the acquirer can deliver and a detailed plan for integration after close.

# D

## DUE DILIGENCE INTRODUCTION



- Conduct due diligence. Due diligence is the all-important assessment process that defines the potential synergies and the value at stake in the deal.
- Negotiate and sign. After a comprehensive due diligence, the acquirer can confidently attribute a financial value to each risk and opportunity. The result? A negotiation strategy grounded in facts, not gut feelings, with clear criteria for how much to bid and when to walk away.
- Prepare PMI and reviews. Acquirers shouldn't wait for the closing to start planning for the ultimate integration. PMI planning should be an integral part of negotiating the deal. It will ensure preparation to rapidly realize the available synergies—which is an important factor in market reaction to the deal.

# E

## DUE DILIGENCE SCOPE

Scope varies with kind of Transaction it has evolved by practice and requirements of the transaction

### Commercial Due Diligence

#### Company Analysis

- Corporate Governance & Details of Shareholders
- Background of the target company
- Constitutional Documents and Corporate Records

#### Pipeline Analysis:

- Product Pipeline
- Agreements and Contracts
- Agreement Licenses and Approvals

### Technological Due Diligence

- Manufacturing & technology
- Intellectual Properties IPR & Licenses

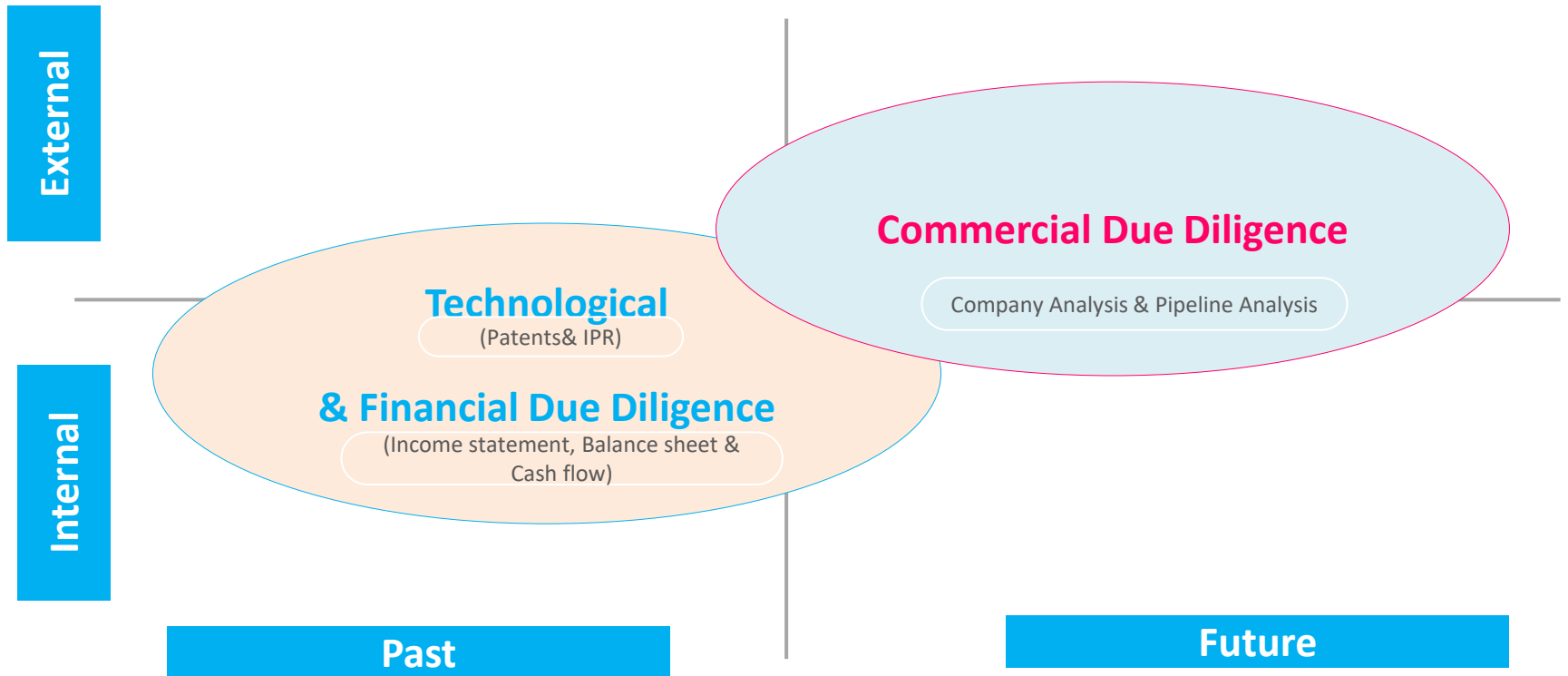
### Financial Due Diligence

- Share Capital–Clear title of shares to be acquired
- Properties–Owned and Leased



# E

## DUE DILIGENCE SCOPE



A unique combination of Commercial Due diligence, Technological due diligence and Financial Due diligence is the key to assess the organization. This entails a detailed understanding of internal and external parameters and assessment of past and future aspects

# TOC

# COMMERCIAL DUE DILIGENCE PIPELINE ANALYSIS

## Innovative Products

- Pipeline Market Overview
  - Product Overview and Scope
  - Pipeline Segment by Type
  - Global Product Pipeline Production Growth
  - Rate Comparison by Type
  - Pipeline Segment by Application
  - Pipeline Consumption Comparison by Application
- Global Product Pipeline Market by Region
  - Global Product Pipeline Market Size Estimates and Forecasts by Region: 2020 - 2025
  - North America Estimates and Forecasts (2020-2025)
  - Europe Estimates and Forecasts (2020-2025)
  - Asia Pacific Estimates and Forecasts (2020-2025)



# TOC

# COMMERCIAL DUE DILIGENCE PIPELINE ANALYSIS



- Global Product-Pipeline Growth Prospects
- Global Product-Pipeline Revenue Estimates and Forecasts (2020-2025)
- Global Product-Pipeline Production Capacity Estimates and Forecasts (2020-2025)
- Global Product-Pipeline Production Estimates and Forecasts (2020-2025)
- North America Product-Pipeline Production
  - North America Product-Pipeline Production Growth Rate (2015-2020)
  - North America Product-Pipeline Production Capacity, Revenue, Price and Gross Margin (2015-2020)
- Europe Product-Pipeline Production
  - Europe Product-Pipeline Production Growth Rate (2015-2020)

# TOC

# COMMERCIAL DUE DILIGENCE PIPELINE ANALYSIS



- Asia-Pacific Product-Pipeline Production
  - Asia-Pacific Product-Pipeline Production Growth Rate (2015-2020)
  - Asia-Pacific Product-Pipeline Production Capacity, Revenue, Price and Gross Margin (2015-2020)
- Rest of World Product-Pipeline Production
  - Rest of World Product-Pipeline Production Growth Rate (2015-2020)
  - Rest of World Product-Pipeline Production Capacity, Revenue, Price and Gross Margin (2015-2020)
- Production, Revenue, Price Trend by Type
  - Global Product-Pipeline Production Market Share by Type (2015-2020)
  - Global Product-Pipeline Revenue Market Share by Type (2015-2020)

# TOC

# COMMERCIAL DUE DILIGENCE PIPELINE ANALYSIS



- Global Product-Pipeline Market Share by Price Tier (2015-2020): Low-End, Mid-Range and High-End
- Global Product-Pipeline Market Analysis by Application
  - Global Product-Pipeline Consumption
  - Market Share by Application (2015-2020)
  - Global Product-Pipeline Consumption
  - Growth Rate by Application (2015-2020)
- Product-Pipeline Manufacturing Cost Analysis
  - Key Raw Materials
  - Key Raw Materials Price Trend
  - Key Suppliers of Raw Materials
  - Proportion of Manufacturing Cost Structure
  - Manufacturing Process Analysis of Product-Pipeline
  - Product-Pipeline Industrial Chain Analysis

# TOC

# COMMERCIAL DUE DILIGENCE PIPELINE ANALYSIS



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  - Product-Pipeline Key Raw Materials Analysis
  - Key Raw Materials
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# TOC

# COMMERCIAL DUE DILIGENCE PIPELINE ANALYSIS



- Marketing Channel, Distributors and Customers
  - Marketing Channel
  - Product-Pipeline Distributors List
  - Product-Pipeline Customers
- Market Dynamics
  - Market Trends
  - Opportunities and Drivers
  - Challenges
  - Porter's Five Forces Analysis



**SAMPLE**

**2019**

### Global Bio-Fertilizer Market



by Volume

**685kt**

by Value

**\$2.2B**

Growth rate  
2019-2024

**12%**

### Indian Bio-Fertilizer Market



by Volume

**182kt**

by Value

**\$0.6B**

Growth rate  
2018-2023

**18%**

### Global Manufacturers Market share by Geography & Regional Growth Rate



### Top 5 Global Manufacturers

Monsanto



Kiwa Bio-Tech



Lallemand



Camson



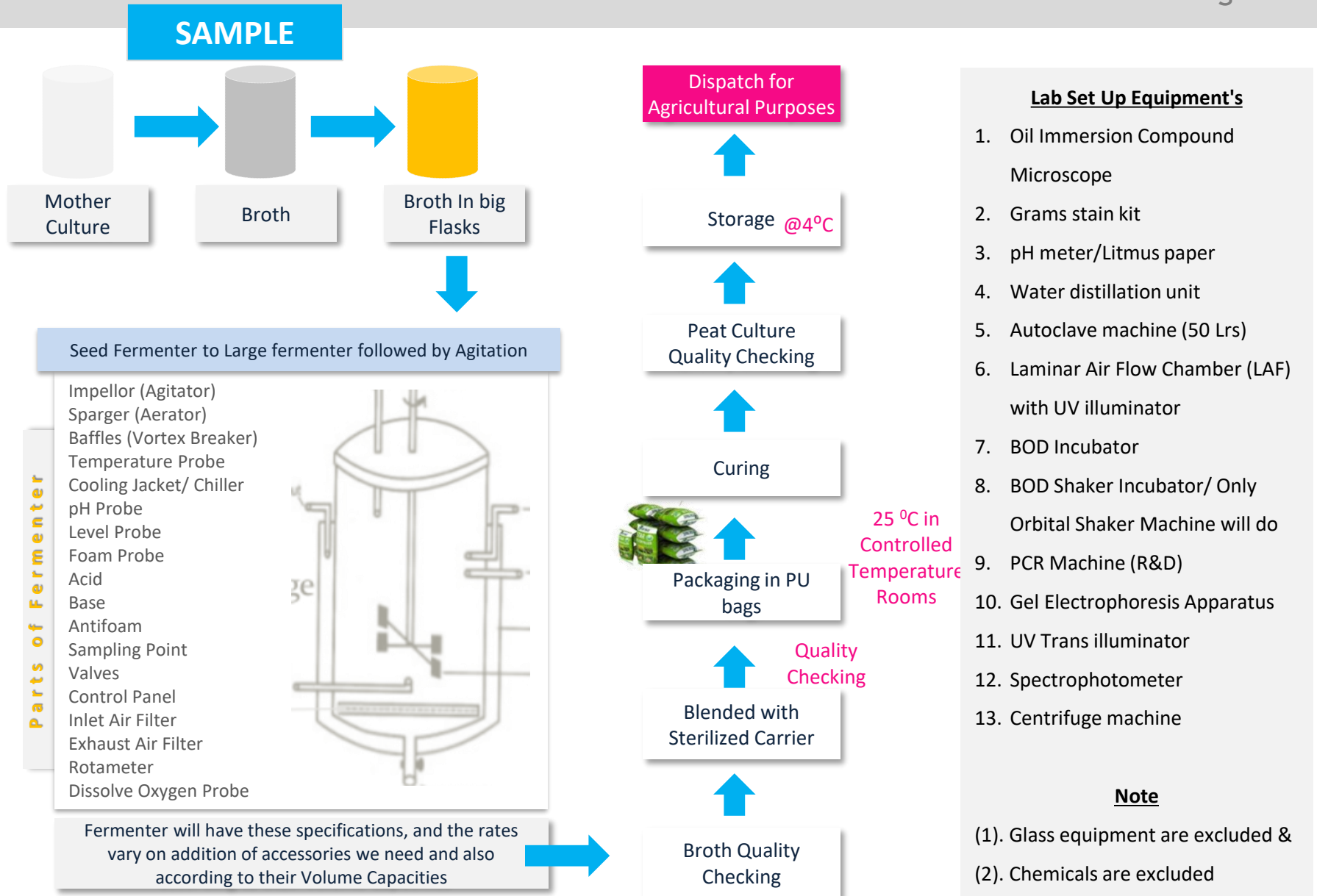
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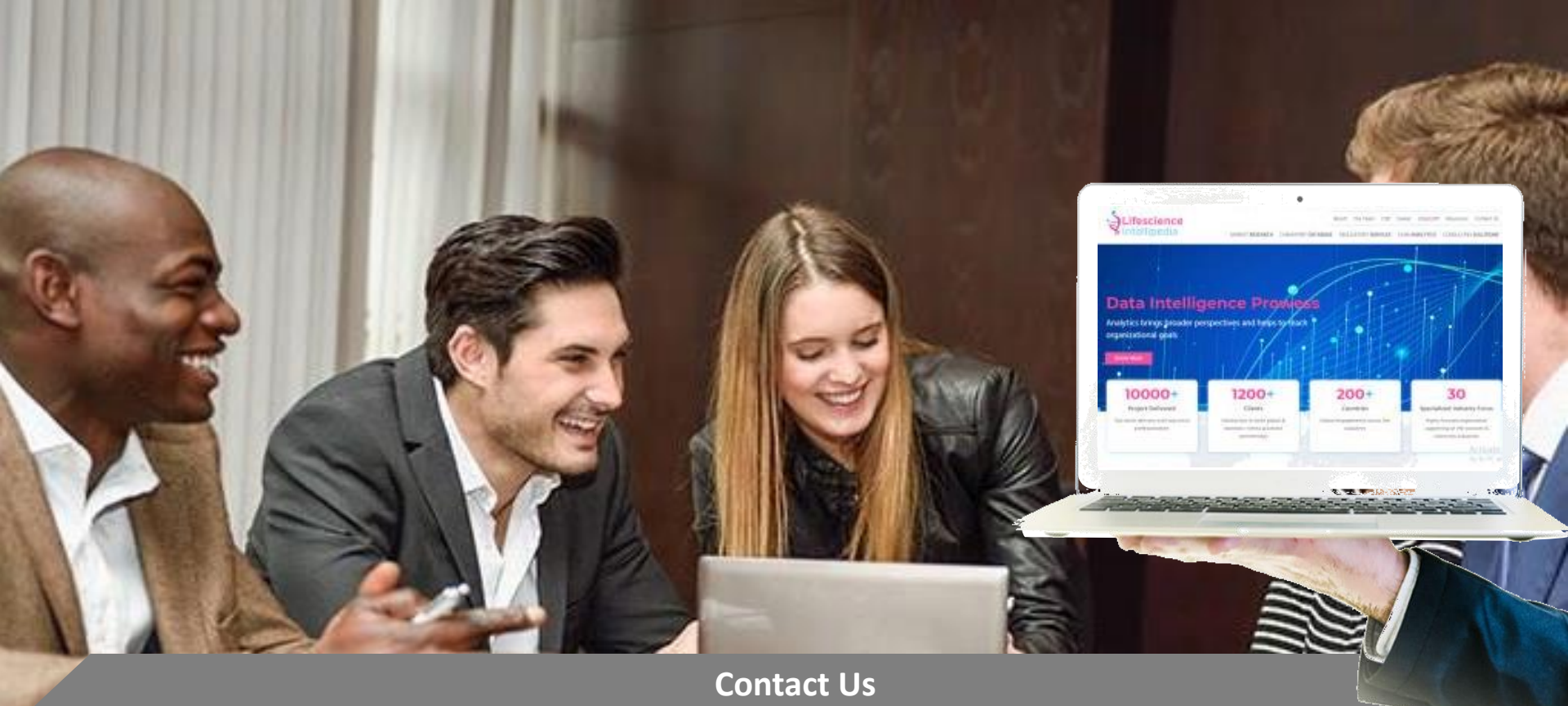
- Total No. of Buyers of global Bio-Fertilizer is \*\*\* with the buying quantity of \*\*\*\*MT
- The report also contains the profile of Tricyclazole's country wise buyers with their buying quantities & contact details

# Manufacturing Process of Bio-fertilizers

## Bio-Fertilizer Manufacturing Process







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