

ALVAREZ & MARSAL GLOBAL COMMERCIAL

DUE DILIGENCE “CENTER OF EXCELLENCE”

COMMERCIAL DUE DILIGENCE (CDD) OFFERINGS

Industry Analysis – Size, growth, trends, projections, benchmarking, value chain analysis

Competitive Positioning – Benchmarking operating and financial metrics for peers in an industry

Business Plan Validation – Revenues, costs, capital expenditure, working capital

Financial Modeling – Advanced models, scenario analysis

Market Entry Planning – Formulating entry plan for corporate clients for a new market / geography

THE A&M VALUE PROPOSITION

1. Tailored approach to specific requests - cost effective focus on the key outstanding issues of our clients.
2. Quick insight into our clients' investment theses regarding the target backed by our research team and our operational heritage.
3. Integrating commercial insight into a broader diligence platform (with financial and operating diligence) as required.
4. Supporting clients post-close with world-class post-acquisition planning and delivering performance improvement.



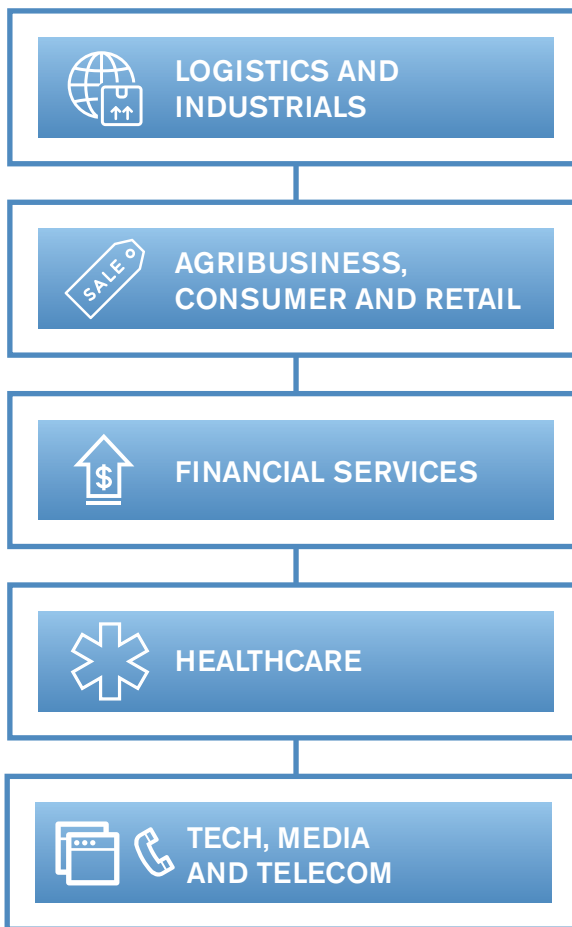
We leverage the A&M network of over 2,800 professionals across 47 offices in 17 countries, many with senior operating and function expertise across a range of industries, to provide rapid assessments and real-world perspectives.

GLOBAL COMMERCIAL DUE DILIGENCE "CENTER OF EXCELLENCE"

OUR KEY CAPABILITIES

- "Center of Excellence" (CoE) across India and US focused on research and analysis, expert interactions, hypothesis testing and reporting of global standards.
- Supported by Country team and Subject Matter experts for specific knowhow and interactions.
- We have a dedicated team with experience of over 500 CDDs and market entry engagements.
- Experience of executing CDDs across geographies including China, Middle East, SE Asia, North America and European countries.
- Experience of serving global PE funds and multinational corporate houses on investments and strategic initiatives.
- Access to global databases & subscriptions like EIU, Bloomberg, Euromonitor, AC Nielsen and expert networks - GLG, Cognolink, Alpha insights and;
- Experience in usage of statistical tools, analytical frameworks, projection methodologies and scenario analysis.

CORE SECTORS



OUR PROFESSIONALS



Manish Saigal

Managing Director and Leader CDD CoE
Direct: (+91) 22 6129 6004
Mobile: (+91) 98 2028 1030
msaigal@alvarezandmarsal.com



Andrew Kutter

Managing Director and Lead CDD US
Direct: (+1) 415 490 2795
Mobile: (+1) 415 640 6576
akutter@alvarezandmarsal.com



Angshuman Bhattacharya

Managing Director
Direct: (+91) 22 6129 6000
Mobile: (+91) 98 1995 1620
abhattacharya@alvarezandmarsal.com



Bhavik Hathi

Managing Director
Direct: (+91) 6129 6007
Mobile: (+91) 98 2001 2636
bhathi@alvarezandmarsal.com



Kaustav Ganguli

Senior Director
Direct: (+91) 22 6129 6000
Mobile: (+91) 98 2064 2892
kganguli@alvarezandmarsal.com



Bret Masterson

Senior Director
Direct: (+1) 310 975 2619
Mobile: (+1) 626 202 7195
bmasterson@alvarezandmarsal.com