

Cold Chain Target Diligence Case Study

PE firm conducts diligence on acquisition target in cold chain shipping and logistics market

Objective

Conduct diligence on a potential acquisition target in the cold chain shipping and logistics market to inform a private equity client's perspective on the deal thesis and target valuation.

Approach

BCE constructed a market forecast tool for the cold chain shipping and logistics market based on open source and primary research inputs. Additionally, we conducted interviews with the target's existing customers and competitors to understand strength of value proposition & offering, elements of differentiation, and overall market position.

Outcome

BCE identified potential customer and market risks to monitor and recommended a series of mid- to long-term opportunities to grow the target's top line and support period growth objectives.

