Commercial due diligence of a cell therapy raw material manufacturer for a life sciences-focused private equity buyer

Client Challenge

The client, a private equity firm, was considering an acquisition of a leading CDMO for cell therapy raw materials and needed to further understand the market dynamics and competitive landscape that may impact the investment thesis in the Target

Project Phases

Defined the context and existing deal hypotheses regarding the Target company, shared KPMG's initial perspectives on the market and Target, and reviewed existing materials from client and Target

Conducted external stakeholder interviews (e.g. KOLs, competitors and customers) and desktop research in order to develop a detailed understanding of the market and competitive dynamics

Developed commentary and detailed assessment of any "red flags" or major risks to the investment for the client, the Target's competitive positioning and the outlook and opportunities for growth in key markets

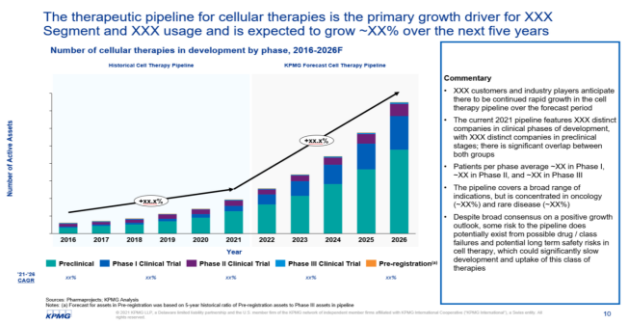
Outcome For The Client

Insights into Target company's competitive positioning and value proposition, along with any "red flags" or major risks to investment

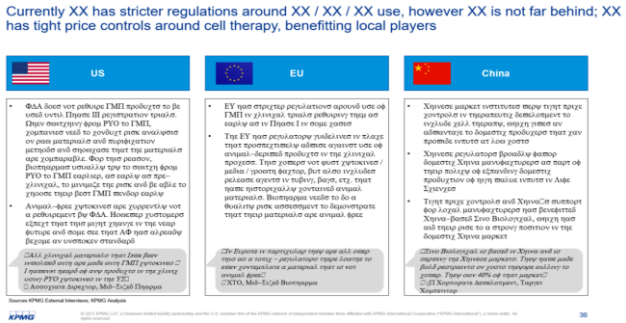
Assessment of the approximate size and growth of the key market segments, along with regulatory dynamics that could impact the market

Summary and preliminary roadmap of additional issues that may impact further due diligence

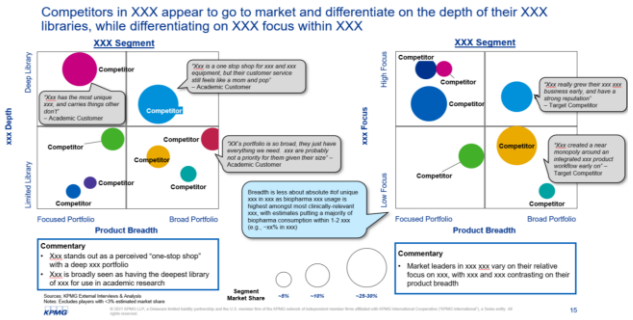
Key Market Drivers



Regulatory Dynamics



Competitive Positioning



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