



How we can help

Potential issues

- You are planning to acquire a company, but there is market or competitive uncertainty. You might face issues related to new technologies, customers, trends, legislation, powerful buyers, a new geographic market, etc.. You need to know how these issues might affect the current and future value of the company.
- You are considering acquiring a company, and the revenue or EBIT projections appear to be very aggressive (relative to historic performance). So, you need to test and validate if these projections are achievable.
- You are planning to acquire a company and a significant proportion of the revenue or EBIT projections appear to be based on the success of new products, customers and/or markets. So, you need to test and validate the rationality of these assumptions.

How we can support you

Our teams have prior experience in the industry and will therefore not have to go up the 'learning curve' at your expense. This helps keep your costs down. PwC's conclusions are based on well-researched and integrated views on all aspects of the transaction. This translates into a less cumbersome and more efficient due diligence process, saving time and costs.

Our other strengths include the following:

- Rapid diagnosis of key commercial deal issues
- Our commercial and market due diligence services cover
- Sustainability of competitive advantage, revenues and income
- Achievability of business plan projections
- Target-specific market and industry-related investment risks
- Strategic and market-related value-creating opportunities
- Implications for financial performance and valuation