

Situation

- Global leader OEM of Turbocharger component for engines used in multiple industries (cars, trucks, railway, marine, off-road vehicles, stationary engines)
- Currently privately owned, intention to sell shares

Actions Proost Ventures

- Assess technology and the substitution chances & risks of the target's technology
- Analyse relevant drivers for the product (turbocharger and engine control, emission reduction, emerging markets growth in turbocharger penetration)
- Determine market size (historic and projected production numbers of turbochargers)
- Determine the purchasing criteria of customers
- Evaluate growth potential of existing and new product lines
- Analyse and assess the revenue plan in comparison to market and competitive development and individual product and sales initiatives
- Analyse strengths and weaknesses (based on expert and competitor interviews)

Project Results

- Successfully performed buy-side Commercial Due Diligence in 3 weeks (including interviews)

CO2 emissions and '20 targets of selected car OEMs - Europe, in g CO2/km, 2014 -

