

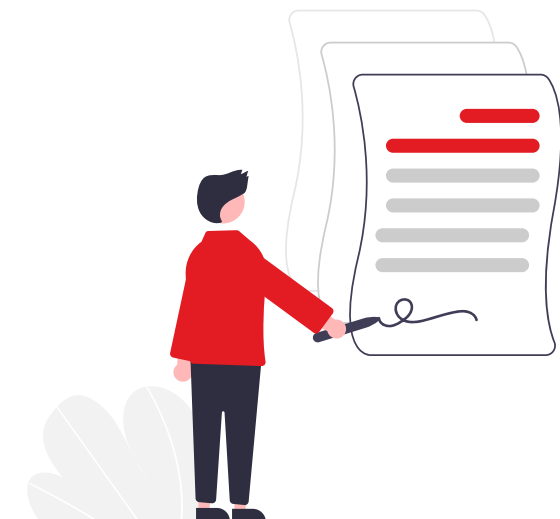
Acquisition of a US-based payments processing company

Business Situation

- Our client received a mandate to support a buy side acquisition of a US based payments company, that was looking for cross selling synergies and opportunity to increase its end-customer base.
- The acquisition was part of a plan to acquire a set of companies in the next few years to increase its presence into newer verticals and geographies.

SGA Support

- Identified a list of relevant targets using an exhaustive screening process involving multiple data sources (CapitalIQ, Factset, Refinitiv, Pitchbook), industry reports and industry associations.
- Benchmarked shortlisted companies across various parameters including historical revenue and profitability metrics, revenue breakdown by business line and product, ownership, recurring client revenue by product and Adj. EBITDA, management and contact information.
- Company profiles of the shortlisted targets covering key business information, key segments, management and board of directors and financial details that would help in better target evaluation.



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