

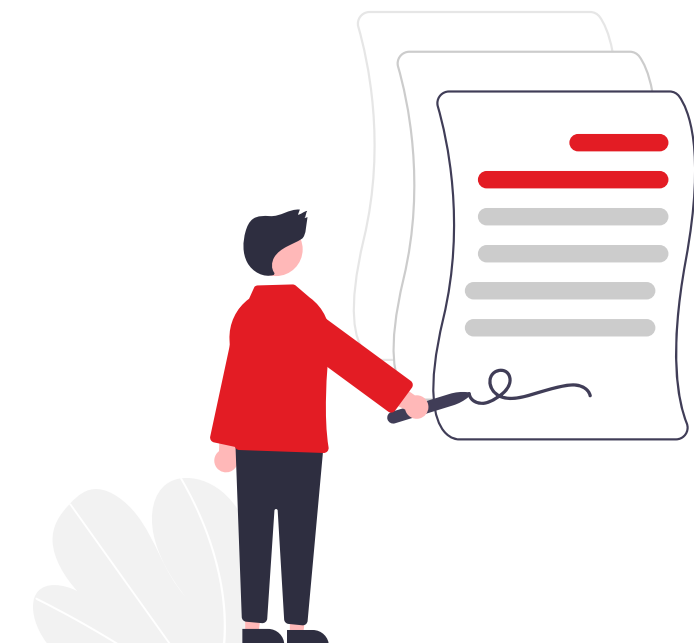
# Industry due diligence related to the acquisition of a US-based logistics provider

## Business Situation

- Our client won a mandate for industry due diligence from a top-10 global PE firm.
- The PE firm was looking to acquire a US-based logistics provider.
- Our focus was on understanding the ways in which advancements in technology would impact the target company's business and providing an assessment of the overall attractiveness of the investment.

## SGA Support

- Thematic research on technology startups looking to "uberize" the traditional freight brokerage model.
- Extensive review of the target from operational, financial, and market perspectives.
- Sizing the addressable markets for the relevant supply chain activities (i.e., vendor consolidation, truck brokerage, and value-added warehousing).
- Profiling key industry trends and drivers along with their implications on future growth.
- Evaluating the strategic fit and the potential synergies generated through the combination.
- Assessing barriers, risks, and potential issues related to opportunities on both standalone and integration bases.



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