

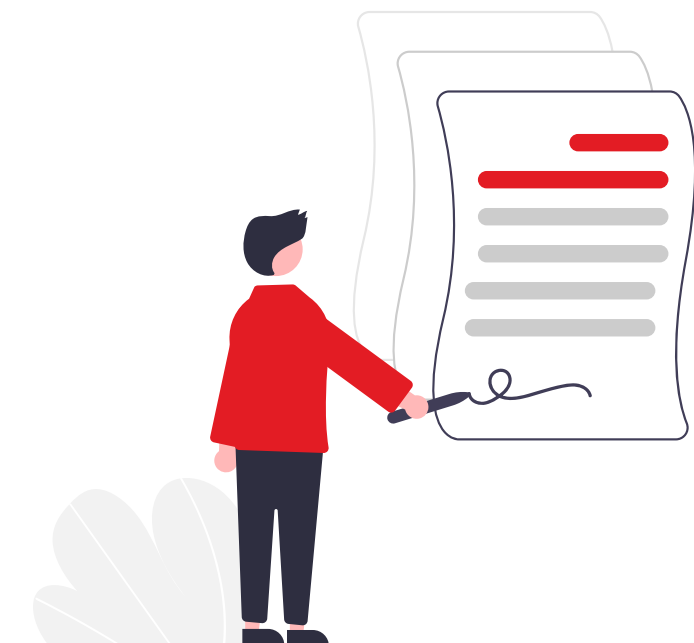
Investigating exit opportunities for a construction company

Business Situation

- The client was looking to sell one of its levered investments in the construction space and needed to understand the sale implications.
- Our client was particularly interested in understanding the future of the sector and the multiples that could be potentially realized on exit.

SGA Support

- Screened strategic and financial sponsors active in the construction space using an exhaustive screening process involving multiple data sources (CapitalIQ, Factset, Refinitiv, Pitchbook), industry reports, and industry associations.
- Compiled a list of previous transactions or any previous announcement hinting at a potential purchase by the shortlisted buyers.
- Created a detailed model with scenario analysis to determine the expected IRR under different return cases.
- Analyzed geographies with significant deal activity to understand the trends.



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