



Private Equity Company Due Diligence: How to achieve the best acquisition price and exit return

Shahriyar Rahmati, Christian Sinding, Seth Brody

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Strategies to maximise returns and mitigate risks in portfolio company investing.

The pressure is on when you're performing pre-acquisition due diligence on a new company: fail to cover all of the detailed DD bases and you might end up paying well over the odds for the company and missing that vitally important deal-breaker.

Plus you have to deal with: Competition from other eager bidders; overcoming the lack of detailed financial data; gauging rapidly changing operating environments; juggling numerous tax and human resource issues; and managing intense time pressures.

This publication is edited by Shahriyar Rahmati of The Gores Group and is written by more than 30 other world-class private equity due diligence experts.

Each specialist chapter will help guide you on how to perform watertight due diligence on your target companies across all industries, for all company sizes and in all jurisdictions.

Equally important is what you do with the business once you acquire it. By reading this publication, you'll gain valuable insight into how your peers manage their portfolio companies after the deal closes, and plan for a successful exit by anticipating market needs and customising a response to meet them.

Key benefits of this title:

- Pre-acquisition due diligence: Inform yourself about how you should approach a potential acquisition, and how to conduct due diligence to forge a strategy in each of the key work streams including business/commercial, operational, financial, tax, human resource, environmental and working capital.
- Post-acquisition implications: The deal has closed but the work isn't done – learn how to get the deal off to the right start, develop post-acquisition plans, implement a buy-and-build strategy, leverage key performance metrics and plan your eventual exit.
- Access practical tips and case studies of successful investments including Gorkana Group, Plantasjen, Tognum, Unitymedia and XXL..

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