



International Business Development  
Strategy and Implementation

### **ACQUISITION STRATEGY**

#### ***Acquisition strategy for a global specialty chemicals and materials company***

##### **Background**

- Company requested assistance in identifying and qualifying acquisition candidates in the broad field of biomaterials, with a primary focus on US companies.

##### **Challenges**

- Remain within in the risk and regulatory pathway criteria established by the client.
- Match biomaterials companies with the client's existing skills/assets.
- Find candidates that were within the client's price range.
- Assess growth potential for various biomaterials.
- Identify candidates that would move the client "up the value-added food chain" but remain short of medical products manufacturing.

##### **TCG Approach**

- Define the market and assess trends in usage and applications.
- Develop a list of biomaterials companies and segment across relevant market and criteria.
- Review with client to assess interest and narrow the targets.
- Perform a detailed assessment of the top prospects.

##### **Results**

- Targets that met client's criteria were limited due to industry consolidation.
- Based on findings, decision was made to pivot to a partnering vs. acquisition strategy.

##### **Value to Client**

- The client was able to gain valuable information which lead to the creation of a more viable growth strategy for the company.