M&A TARGET IDENTIFICATION

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APPROACH

KEY STEPS

Step I — Secondary Research / Long list
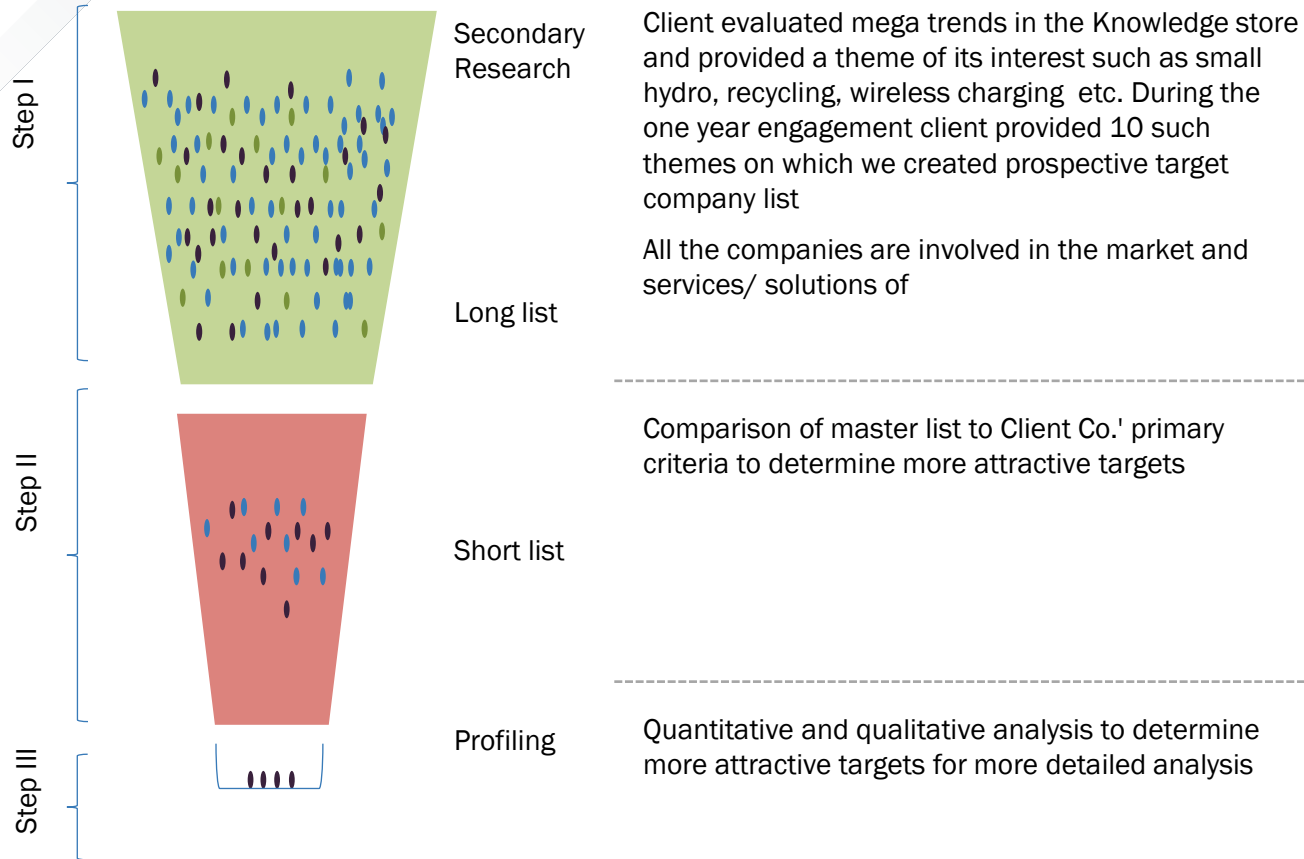
Client evaluated mega trends in the Knowledge store and provided a theme of its interest such as small hydro, recycling, wireless charging etc. During the one year engagement client provided 10 such themes on which we created prospective target company list

All the companies are involved in the market and services/ solutions of

- We have scanned **600+** companies offering products and technology services in the sector of client's interest such as plastic recycling, drones, wireless charging, agriculture technology, etc.
- Of these, we have identified over **300+** companies that are relevant to Client Co. based on the prerequisites/ guidelines from the Client Co. team (providing recycling technologies, drones, agrotech, alternative power generation, etc., irrespective of geographic presence).
- Of these, ~**200** companies have been filtered that conform to the Client Co. primary and non-negotiable criteria

Step II — Short list

Comparison of master list to Client Co.' primary criteria to determine more attractive targets

- Independent shortlisting framework was calibrated to assess the different set of companies in respective market
- The framework included shortlisting criteria such as funding, %efficiency of the technology, coverage of the applications/ industries, % carbon reduction efficiency, etc.
- Basis above criteria, MnM suggested ~**50** targets for all the markets

Step III — Profiling

Quantitative and qualitative analysis to determine more attractive targets for more detailed analysis

- MnM & Client Co. to decide on the final list of shortlisted companies

Quantitative and qualitative analysis to determine most attractive targets for due diligence

- Detailed analysis to assess the shortlisted companies based on product features, funding round details, revenue growth, leadership capabilities, and SWOT analysis