Valueonshore Advisors

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CASE STUDY

Deal Advisory - for acquisition of UK based Insurance Firm's back-end operations

ABOUT THE CLIENT

- One of the top 3 Indian IT service companies that provides a comprehensive range of services to its clients in diverse industries.
- The Company caters to end clients in the finance and banking, insurance, telecommunication, transportation, retail, manufacturing, pharmaceutical, and utility industries.

BUSINESS CHALLENGES

- The Client aimed to establish itself as the Best-in-class platform-based provider of Life and Pensions Administration Services in both Continental Europe and the US.
- The client intended to drive inorganic growth through acquisitions and carve-outs, aiming to enhance the size and scale of its operations. Some of the key challenges encountered during the engagement included:
  - Engagement of multiple stakeholders including two large private equity funds on the sell-side.
  - Complexity and scale of operations of the target entity;
  - Protracted negotiations along with difficulties in selling the transaction to the IT giant's Board of Directors.

OUR SOLUTIONS

- Assisted the Client in the screening process for identifying the right target by performing the following:
  - ❖ Understanding the business function and associated complexities;
  - ❖ Preliminary financial assessment of the potential targets
- Developed, updated and reviewed a list of potential targets periodically as per the pre-defined investment criteria shared and assisted in contacting the potential target/s for the proposed transaction.
- Understood the deal structure and post-deal operational structuring proposed by one of the Big 4 global accounting firms and the global management consultancy firms involved in the transaction. Further, became cognizant of the legal complexities, as advised by the top UK law firms involved, that had a significant impact on deal closure.
- Assisted the Client in developing a tailor-made proposal and negotiated the terms and conditions with the stakeholders on the Client's behalf for efficient closure of the transaction.

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OUR VALUE ADDITION

The client emerged as one of the leading providers of business process services for the Life and Pensions industry in Continental Europe and the US.

The transaction was successfully completed within envisaged timelines due to our team's regular monitoring and interventions.

ABOUT US

Headquartered in Gurugram, Valueonshore Advisors is a specialized professional services firm managed by the Big 4 alumni and industry executives. Our portfolio includes multi-billion-dollar companies, mid-cap public and pre-IPO companies that range from late stage to early stage. We are a trusted, preferred partner for various multinational and Indian clients who engage us for our functional expertise, industry knowledge, and our objective solutions for complex problems.

We help companies improve their chances for successful Mergers & Acquisitions through a holistic approach that addresses acquisition strategy, corporate culture match, due diligence, and post-transaction integration. If you need any further information on our Transaction Advisory Services, please write to:

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