

# Deal Sourcing for a Japanese MNC

## ABOUT THE CLIENT

- Japanese multinational corporation specialized in manufacturing precision instruments for measurement and analysis.
- Looking to expand its India business through inorganic growth.
- Valueonshore assisted the client by identifying potential Requests for Proposals (RFPs)



## BUSINESS CHALLENGE

The client had identified a target company but lacked the in-house expertise to negotiate deal terms and successfully complete the acquisition process. Additionally, they recognized the need to evaluate multiple potential targets to make an optimal investment decision.

Valueonshore conducted a comprehensive search process to identify additional suitable opportunities aligned with the client's objectives. We then refined the list and recommended the most viable investment targets



Our cost-optimized solution included:

- Identified opportunities that met investment parameters.
- Navigated the complex market for quality deals.
- Leveraged our network & expertise to gather information & conducted thorough due diligence.

## OUR APPROACH

We supported the firm with a team of highly qualified professionals, ensuring the delivery of high-quality work within the stipulated deadlines. This enabled the client's management to focus on strategic priorities while maintaining operational efficiency.



### Pre- Deal Preparation

- Performed need analysis
- Defined acquisition/ investment parameters
- Formulated acquisition and funding strategies
- Industry and Macro economic study



### Origination & Deal Advisory

- Identified potential targets
- Performed high level assessment of the potential target companies
- Carried reach out exercise to negotiate a suitable deal.
- Reviewed of inherent risks that could threaten Projected Business Plans of the target companies



### Negotiation & Execution

- Formulated the commercial terms
- Advised on the acquisition structure
- Performed due diligence
- Insights for draft business model and SPA
- Assisted in the deal negotiation
- Analyzed business model for post-close



## ABOUT US



Valueonshore Advisors, headquartered in Gurgaon, is a specialized professional services firm led by seasoned industry executives and alumni of the Big 4. Our diverse portfolio encompasses multi-billion-dollar enterprises, mid-cap public companies, and pre-IPO firms across various growth stages. Recognized as a trusted partner, we collaborate with both multinational and Indian clients, offering deep functional expertise, industry insights, and objective solutions to address complex business challenges.

For more information about our services, please contact us.

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