



- ③ **Background:** a **Private Equity Fund** had entered into a period of exclusivity to negotiate the acquisition of a leading company in the Spanish catering industry
- ③ **Assignments:** BCS completed an extensive market and strategic due diligence of the target company
 - Investigated the catering market structure in Spain: size, segmentation, main players and key success factors
 - Examined the current competitive positioning of the target company
 - Reviewed the company's Business Plan to assess its feasibility level, identifying additional opportunities and threats
 - Explored additional growth opportunities in Spain and abroad
 - Identified and assessed different potential exit options for the investor
- ③ **Results:** the **Private Equity Fund** desisted from investing in the company and pulled out of the negotiations