



- ③ **Background: Investindustrial Partners Spain** entered a period of exclusivity to negotiate the acquisition of **Svenson**, a Spanish leader in specific hair related cosmetic treatments
- ③ **Assignment:** BCS completed an extensive Strategic and Market Due Diligence in Spain and Germany
 - Estimated the overall size and attractiveness of each market
 - Studied the regulatory environment for each market
 - Conducted face-to-face interviews with company management and industry experts
 - Carried out a review of the Vendor Due Diligence, comparing its conclusions with the findings encountered in the market
 - Analyzed the hypothesis of the Business Plan developed by the management, carrying out a sensibility analysis and proposing different scenarios
 - Highlighted potential exit options for the Fund in the medium term
- ③ **Results:** the client closed the acquisition and retained BCS to continue the research in other markets

