

# Identifying Add-on Acquisition Targets

Company	Ownership	Sales (mm)	No. of Employees	Services Offered	Headquarter
Company A	Privately owned	243.7	7,000	Technical, professional project and staffing services	xxxxxx
Company A	Privately owned	162.6	327	Site Remediation	xxxxxx
Company A	Privately owned	117.8	250	Waste removal services	xxxxxx
Company A	Privately owned	105.4	177	Industrial cleaning	xxxxxx
Company A	Privately owned	93.1	150	Environmental cleanup services	xxxxxx
Company A	Privately owned	65.3	550	Environmental remediation, industrial services, abatement services	xxxxxx

S.No	Name	Business Description	Website
1	Company A		<a href="http://www...com">http://www...com</a>
2	Company B		<a href="http://www...com">http://www...com</a>
3	Company C		<a href="http://www...com">http://www...com</a>
4	Company D		<a href="http://www...com">http://www...com</a>
5	Company E		<a href="http://www...com">http://www...com</a>
6	Company F		<a href="http://www...com">http://www...com</a>

## Request and Guidelines Provided

- Identify and profile bolt-on acquisitions for a client operating in the Environmental Services sector in North America
- Criteria for shortlisting was based on the revenue range of \$25-75mn and EBITDA of \$5-20mn

## Methodology and Final Deliverable

- Screened over 300 companies from internal databases and web searches based on company description and then further filtered the list based on size and location
- In the absence of company financials, employee size was used as a proxy for shortlisting
- Ranked all shortlisted companies based on parameters such as size, services, location, current developments, etc. to determine the relative attractiveness of the companies

Identified 18 acquisitions as potential add-ons for an existing portfolio company and ranked their operational fit